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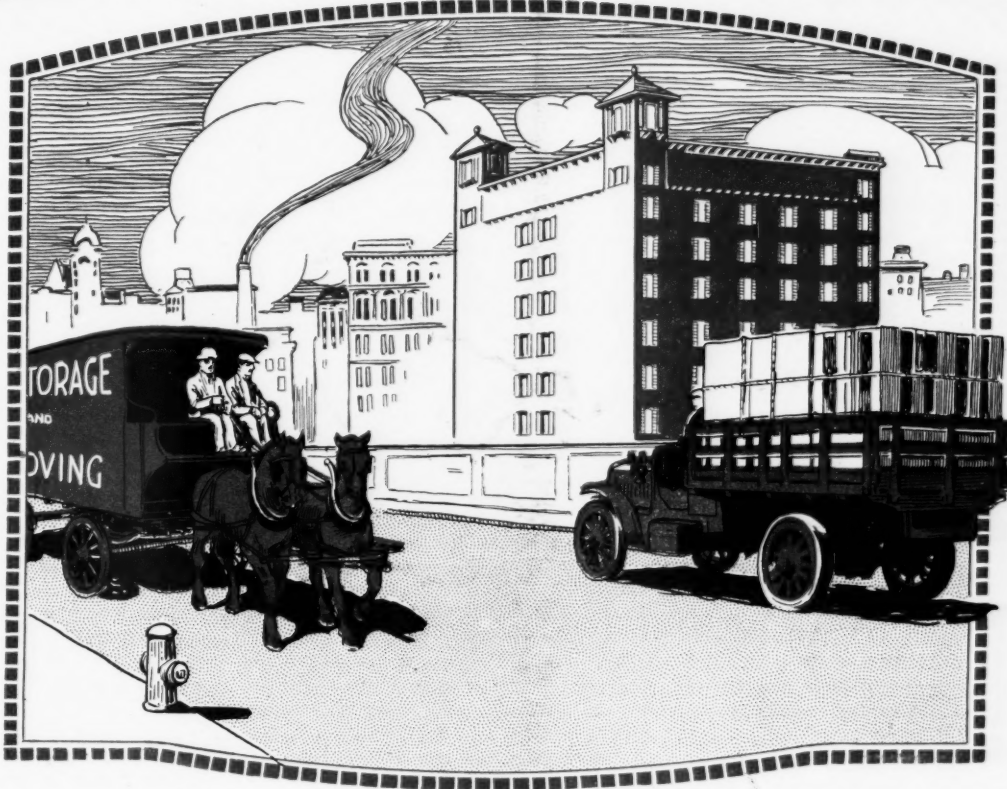
SEP 1 - 1916

August, 1916

Vol. XV No. 8

New York, N.Y.

TRANSFER and STORAGE



IN THIS ISSUE:

New York Furniture Warehousemen's
Association Meets at Asbury Park

Is Price Maintenance Unjust?
by C. J. Hamilton

Milwaukee Moving Ordinance Defeated

Geo. H. Shephard Dies

Vancouver Warehouses Adopt Standard
Scale

Court Decision in Fireproof Storage Case
against Warehouse

Tire Wear and Tire Care

Rights and Duties of Correspondents;
by W. T. Bostwick

The Horse and His Care;
by Dr. Lucky

Relations Between the Transfer Com-
pany and the Storage Warehouse



Hauled from Louisville to Indianapolis By **FEDERAL** — Of Course

While you might never wish to haul goods over such a long distance as this it would be a relief to know that you had a truck capable of accomplishing such a feat. Read this letter:

PETE EBBS & SONS

Federal Motor Truck Company
Detroit, Michigan

Louisville, Ky., June 12, 1916

Gentlemen:—Early last Fall we bought a 1½-ton FEDERAL truck of the Motor Truck Garage Company for the long distance hauls of furniture and household goods. Early in the Spring we saw the need of a 2-ton car and were so well pleased with our 1½-ton that we purchased a 2-ton. The day following the arrival of this car in Louisville we started to Indianapolis with about forty-five hundred pounds. We accidentally ran off the pike on to a stretch of bottom road that had been plowed up preparatory to piking it, and as it had been raining for two days—car dropped into this soft mud up to the axles. This plowed-up section was nearly three miles long and we pulled out of it at the other end without making a single miss. At several times the mud and water came up to the bottom of the radiator.

We have had our first car about eight months and there is rarely a week that we don't make trips from seventy-five to one hundred miles all over Kentucky and Indiana, and our car has never cost us one cent nor has the engine missed a single time since we put it in service. We are getting ready to buy a 3½-ton FEDERAL.

Yours truly,

(Signed) Pete Ebbs & Sons

Write us for reports of **FEDERALS** in the transfer and storage business.

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Detroit, Michigan

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Incorporated
LOUISVILLE, KY.

PHONES
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PACKING

Moonlight and Pleasure Excursions a Specialty

STORAGE
SHIPPING

APRIL 14TH

1916

The B.F. Goodrich Co.
Louisville Ky.
Gentlemen

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This proves to me that the Goodrich Tire is in a class by itself and no doubt you will get all of our future business.

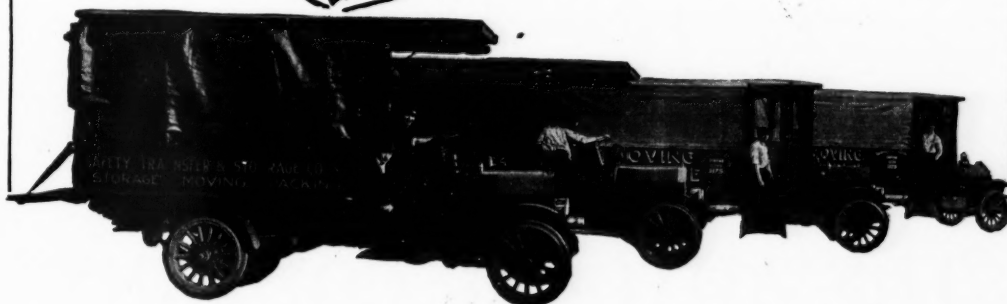
Respt.

Safety Transfer & Storage Co. Inc

Per *G. Edgar Straeffer*

A./E.S

*Comparisons always
Prove that Goodrich
is synonymous with
"most for the money" in
Truck tires.
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GOODRICH TRUCK TIRES. Let us send the names of some satisfied users in your vicinity. Write for catalog.

Makers of the Celebrated
Goodrich Automobile Tires
— "Best in the Long Run"

THE B. F. GOODRICH COMPANY
AKRON, OHIO

Service Stations and
Branches in All Important
Trucking Centers



Dorchester Parcel Delivery Company uses the Autocar in Outlying Sections

The Dorchester Parcel Delivery Company of Dorchester, Mass., says: "We have found the Autocar the most efficient truck we have as yet used for delivery of goods in our outlying sections or for picking up goods in the city. For several years we found it necessary to change our motor delivery vehicles constantly on account of their inefficiency. We have always found our Autocar ready for service when it was wanted and have recently added another to our equipment."

Write for illustrated catalog and list of more than
3000 concerns using Autocars in every line of business

Chassis \$1650

THE AUTOCAR COMPANY

MOTOR DELIVERY CAR SPECIALISTS

Established 1897

ARDMORE, PA.

TRANSFER and STORAGE

PUBLISHED MONTHLY AT
35-37 WEST 39th STREET
NEW YORK, N. Y.

Established in 1902 as The Team Owners' Review

W. D. LEET - - - - - GENERAL MANAGER
H. T. LAY - - - - - MANAGING EDITOR

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TRANSFER and STORAGE is Official Publication for: THE NATIONAL TEAM & MOTOR TRUCK OWN- ERS' ASSOCIATION

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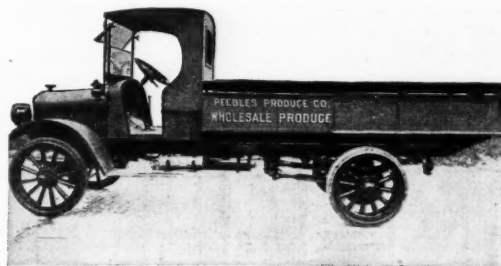
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In the United States or Dominion of Canada, \$1.00 per year, which is payable in advance. Stamps will be accepted. To foreign countries, \$1.50 per year, payable in advance. If you wish your address changed, be sure to give the old as well as the new address.

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Cards of rates sent promptly on application. Orders for new advertising, or changes intended, should reach this office not later than 15th of month previous to date of publication, to insure insertion in the next number.



\$1875 Buys a NILES two-ton Chassis complete, except body. If this Truck was sold thru a dealer, it would cost you not less than \$2500.

\$1175 Buys a NILES three-qtr. to one-ton Chassis. Thru a dealer about \$1500.

Niles Motor Trucks are sold "DIRECT TO THE USER" and no middleman receives a profit on same. Isn't this fair to the purchaser?

Further, Niles trucks are not sold at cut prices, no discounts are allowed. Every man's dollar has the same purchasing power on a Niles Truck. We do not inflate its value with a high list price, and then reduce the value by offering variable discounts to fit each purchaser's pocket book.

Second Hand Trucks or other articles are not taken in trade as part payment on Niles Trucks. Write us why we adopted this policy. It's interesting.

Service means taking care of the Truck after its delivery. Keeping it running every day at the lowest possible cost. How can we do this without dealers? Well, we are doing it, and satisfactory to Niles users too. A postal card to us will bring back the proof.

Quality is consistent thruout Niles construction. Better parts cannot be purchased than we use, and the parts we manufacture are consistent with those we purchase. High grade workmanship and interchangeability are assured.

WRITE FOR OUR LITERATURE

The Niles Car & Manufacturing Co.

Niles, Ohio, U. S. A.

KELLY TRUCKS



A 3½-ton Kelly Truck owned by L. J. Withrow,
St. Louis, Mo.

Little Refinements with Big Sequels

Every unit in a KELLY is designed with reference to what it has to do individually and its part in the whole. However small or relatively unimportant it may seem, it is carefully studied—refined where refinement means more efficient service—strengthened where extra strength gives greater margin of safety.

For example, we put an additional leaf in the right rear spring to compensate for the extra strain on that side caused by running on crowned roads. The motor is protected by a heavy oak bumper attached to the front end of the chassis frame. The radiator is placed behind the motor, giving greater accessibility to all parts of the power plant. The three-point suspension of the power plant differs from the conventional type in that the flexible joint is to the rear instead of to the front, with a great advantage in maneuvering. The motor of a KELLY will crank in any position. Both brakes are applied to the rear wheels, a practice originated by KELLY designers.

Is it any wonder that KELLYS stand up? That for sturdiness and power they are unsurpassed? That they are economical to run—require the minimum of up-keep—show less depreciation than any other truck?

The Complete Line

Worm drive—1½ and 2½ tons.
Chain drive—1½, 2½, 3½, 4, 5 and 6 tons.

"Like Kelly Does"—FREE

A valuable monthly publication of great interest to all truck users and those concerned in the question of truck delivery. Sent free on request.

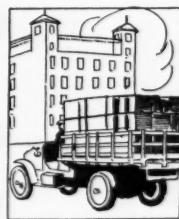
THE KELLY-SPRINGFIELD MOTOR TRUCK COMPANY

1108 Burt St. SPRINGFIELD, OHIO





TRANSFER and STORAGE



PUBLISHED MONTHLY

Entered as Second Class Matter, at the Post Office at New York, N. Y.

Volume XV

NEW YORK, N. Y., AUGUST, 1916

No. 8

Seven hundred and fifty van loads of household goods were destroyed in a fire at the plant of the Uneeda Storage & Van Co., Inc., in New York City. Pictures of the ruined building show a large sign on the side "Cartage to Storage Free." Presumably, there never would have been 750 loads in this 40-year-old building if it had not been for this inducement. When will the public at large learn that a warehouse company that offers such inducements as this has a "nigger in the woodpile" somewhere, in the shape of a firetrap or lack of service?

* * *

It is pretty safe to say that the public is beginning to get this knowledge already, for an investigation into transfer and storage conditions in the city of Newark, N. J., shows that the demand this year was for fireproof storage. Heretofore, the non-fireproof warehouses have filled up much faster than the fireproof, but this year the reverse was true. Storing one's household goods in non-fireproof or open storage is a good deal like driving an automobile in heavy traffic. Just as there is always the fear of what the other fellow may do, there should be the realization that while your goods contain no matches, etc., and won't start a fire, the other fellow's goods may not be in such good shape. In the Uneeda fire each individual owner was betting that there wouldn't be a fire, with the odds 750 to 1 against him. The result was they all lost.

* * *

Speaking of fires, the Court of Appeals of California has affirmed judgment for \$11,000 against the Bekins Van & Storage Co. of Oakland, Cal., for goods destroyed in a fire in a non-fireproof warehouse. The basis of the judgment is that there was an express contract for fireproof storage. Bekins could not prove that such a contract did not exist, although the order clerk testified that nothing was said about fireproof storage; that the storage was taken on the non-fireproof rate, and consequently must have been for non-fireproof storage. A contributing factor in the decision was advertising by Bekins that the firm could supply fireproof storage, thus leading prospective customers to believe that the storage was fireproof. Previous decisions of this point have been to the reverse, but it is well for firms who have both fireproof and

non-fireproof storage to give some place to the non-fireproof in their advertising or to get a written order for fireproof or non-fireproof, as the case may be.

* * *

How many team owners realize the importance of feeding horses in relation to the work they do? Doctor Lucky, Missouri State Veterinarian, gave some good advice to the members of the National Team & Motor Truck Owners' Association when he discussed this point at St. Louis. The doctor took a healthy rap at the horseshoers of the country, also. We have only the doctor's say-so that horseshoers generally follow this plan, but if it is true they should all be restrained from practicing.

* * *

The relations between the outside transfer company and the merchandise storage warehouseman, who are brought together through the customer, who sends the teams of the first to the warehouse of the second, are not always good, in spite of the fact that their interests are more nearly parallel than conflicting. It is, perhaps, more to the interests of the warehouse company to keep drivers in the employ of others, who call at the warehouse, satisfied, for the drivers very often can give a merchandise warehouse a black eye or a solid boost.

* * *

The convention season for the transfer and storage man closed with the meeting of the New York Furniture Warehousemen's Association at Asbury Park, N. J., in July. Now there is nothing to do but attend to home business until the Southern Furniture Warehousemen's Association meets at Houston, Tex., in November. Shortly after the Southern meeting, the American Warehousemen's Association will hold its annual convention at Old Point Comfort, Va., where plans for forming the amalgamation of the existing furniture warehousemen's associations into one big body will be further discussed.

* * *

The Tailboard Load, published for the New Jersey Warehousemen's & Van Owners' Association, advocates uniform van bodies, but thinks that motor van bodies should be reduced in size, because "the motor van carries a load and a half or two loads for the price

of one." True, but why not try to get the price for a load and a half or two loads, rather than cut off the greatest advantage of motor transportation, which is increased load capacity? On long trips, with a horse-size body, it would be necessary to take two trucks or a trailer, if the size of the body were reduced.

To Regulate Drayage in Portland

An ordinance regulating transfer and drayage business in Portland, Ore., has been prepared by City Attorney LaRoche and was introduced before the council on July 12 by Mayor Albee. The measure prescribes a nominal fee for a license, which all parties engaged in the business are required to secure and each holder of a license is required to keep a complete record of all household goods transferred from one part of the city to another, including the street and house number from where the goods are taken and also where they are delivered. The police long have desired such an ordinance to assist them in tracing stolen property.

Will Protest Ferry Advance on Vehicles

As a result of a meeting held at the rooms of the New York Merchants' Association, to consider the discrimination in charges assessed on ferries operated by the railroad companies, between New York City and the Jersey shore, upon motor vehicles as compared with the rates upon horse-drawn vehicles, and acting upon complaints filed with the association by its members, the following resolutions were adopted:

"As to horse-drawn vehicles a slight increase in the existing rates would not be unreasonable and unjust. As to motor vehicles used for the transportation of merchandise and other freight, there should be a reduction in the existing rates, not only as being unreasonable and unjust in themselves, but as well to remove the discrimination existing between the horse-drawn vehicle and the motor vehicle. That the rates upon both light and loaded vehicles should be made the same.

"That the rates upon vehicles used for handling of merchandise and other freight, regardless of power, should be based upon length.

"That, should the rail carriers operating ferries between New York and the Jersey cities file with the Interstate Commerce Commission new tariffs increasing the rates upon horse-drawn and motor vehicles, as it is understood is proposed to be made effective, the Merchants' Association of New York protests such tariffs, and that a suspension thereof be requested pending a hearing and investigation on the part of the Interstate Commerce Commission to determine the reasonable rates to be applied on the ferries operating between New York and the Jersey shore."

The chairman of the meeting, J. C. Lincoln, manager of the traffic bureau, was instructed to negotiate with the rail carriers in an endeavor to secure the establishment of new tariffs fixing ferry rates between New York and the Jersey shore in harmony with the foregoing resolutions. He was further instructed to communicate with R. A. C. Smith, Commissioner of Docks and Ferries, regarding the views expressed in the above resolutions to solicit the co-operation of the commissioner and the securing of a revision of the rates as suggested.

Among those present at the meeting were: A. B. Pouch, president American Dock Co.; Thomas F. McCarthy, representing New York Team Owners' Association; H. W. Perry, representing National Automobile Chamber of Commerce; F. J. Schillinger, representing Van Owners' Association and Louis Express & Van Co.; H. Miller, traffic manager Robert Gair Co.; E. Simmons, secretary Van Owners' Association Greater New York, Brooklyn and Queens; Walter C. Reid, president New York Furniture Warehouse Association; Louis Schramm, representing New York Furniture Warehousemen's Association; Grant Wayne, secretary Van Owners' Association of Greater New York, Inc., manager West End Storage Warehouse; D. E. Dealy, representing New York Furniture Warehousemen's Association and Columbia Storage Warehouses; Charles G. Bond, counsel Motor Truck Club of America; J. S. Marvin, general traffic manager National Automobile Chamber of Commerce; J. C. Lincoln, traffic manager the Merchants' Association of New York, and Isaac Kemp, representing Jos. Dixon Crucible Co.

Storage Charges Justified

Railroads were held justified by the Interstate Commerce Commission on July 13 in raising their storage charges at New York in order to force consignees to aid in relieving the freight congestion. The increased rate is one-half cent per 100 pounds for each 30-day period after 5 days' free storage on import freight and after 15 days on export.

Shippers protested that the railroads for years encouraged them in storing goods and discouraged the development of public warehouses, and were under moral obligations to continue the existing storage service.

Pacific Coast Warehousemen Hold Annual Outing

The annual outing of the Pacific Coast Warehousemen's Association was held at Santa Barbara, Cal., on June 10 and 11, over 100 members and guests being present. Homer N. Duffy, head of the Santa Barbara Transfer Co., was head of the local entertainment com-

mittee and, with the mayor of the city, met the delegates and guests as they arrived.

A motor ride through the city and surrounding country with a great barbecue at Veronica Valley were features of the entertainment. Tom Stevens, foreman of the Santa Barbara Transfer Co., was the chef, and the repast he served won him high honors from the visitors. Most of the visitors were from Los Angeles and other points in Southern California.

Renting Rooms Without Receipts

The renting of storerooms permitting goods to be taken in and out without the issuance of a warehouse receipt is a feature of the business of some warehouses. With such contracts of course, the Warehouse Receipts Law has nothing to do, nor can the warehouseman maintain a lien against the contents of such rooms as he is not in possession of the property so deposited. When he has no lien he cannot sell goods for charges as provided in the Warehouse Receipts Act.—*Bowling Green Bulletin*.

Who He Was

Editor, TRANSFER and STORAGE:—The "Other One" pictured in the current (July) number of TRANSFER and STORAGE is "Yours Truly."

I tell you this not as a seeker after publicity, my shrinking violet-like nature would not permit, but to satisfy the o'erwhelming curiosity of your multitude of readers, who, I am sure, will want to identify the handsome gentleman on the end.

FRED C. BENDER.

Bekins Household Shipping Co., Chicago, Ill.

Improper Packing

The Supreme Court of New York, appellate term, says that damage to a shipment of goods, due to its improper packing by the shipper, imposes no liability on the carrier, and where goods shipped were packed by the shipper in the car, the railroad was not liable for damage thereto, unless it occurred while the property was being unloaded by the road.—*Greenwald vs. N. Y. Cent. & H. R. R. Co.*, 159 N. Y. Supp. 15.

Contributory Negligence

The Supreme Court of Florida holds that negligence of the shipper concurring with an act of God in the destruction of goods delivered to a carrier for transportation constitutes no defense by the carrier to an action brought against it by the shipper for damages for loss of the goods, where the carrier is also guilty of negligence, which, concurring with the act of God, resulted in the loss of the goods.—*Gulf Coast Transp. Co. vs. Howell et al.*, Sou. Rep. 567.

Failure to Say Strike Existed

Because they failed to state in their advertisements for teamsters and chauffeurs that a strike was on, the officials of the Bay State Storage & Warehouse Co., Springfield, Mass., were arraigned before Judge Heady in Police Court on a charge of violating the labor law. A plea of guilty was entered by Attorney Charles F. Spellman, counsel for the company, but on his plea that the law was so little known and that the officials of the company had no intention of evading its provisions, Judge Heady, upon the recommendation of Attorney Edward F. Wallace, counsel for the State Board of Labor and Industry, continued the case from day to day.

The case is the first of its kind to be brought in this part of the State, and is based on the provisions of chapter 347 of the acts of 1914 as amended in chapter 143 of the acts of 1916. The statute provides that "if an employer, during the continuance of a strike among his employees, or during the continuance of a lockout or other labor troubles among his employees, publicly advertises in newspapers, or by posters or otherwise, for employees, or by himself or his agents solicits persons to work for him to fill the places of strikers, he shall plainly and explicitly mention in such advertisements or oral or written solicitations that a strike, lockout or other labor disturbance exists among his employees."

The charge against the Bay State company is that, during the recent strike among its teamsters and chauffeurs, it inserted advertisements for employees in two local papers, and that the officials of the company neglected to state in these that a strike existed. The discrepancy came to the attention of Inspector Albert Katz of the State Board of Labor and Industry, which body has authority to bring such action.

Officials of the company, as soon as they learned that they had violated a State law, immediately took steps to withdraw the advertisement. This fact was brought out in court, and as Inspector Katz, as well as George H. Wrenn, president of the Central Labor Union, and others agreed that it was evident that the violation was unintentional, Judge Heady willingly continued the case from day to day.

The statute, according to Inspector Katz and Attorney Wallace of the State Board, is one of the least known on the books and one which they believe should be known by every employer in the State. The law has been in effect for 2 years, the amendment made this year simply giving to the State Board the right to bring prosecution in such cases. The law carries with it a fine of not more than \$100 for each offense.

New York Warehousemen Meet at Asbury Park

A careful analysis of the nineteenth annual summer meeting of the New York Furniture Warehousemen's Association, held this year at Hotel Monterey, North Asbury Park, N. J., July 7 to 10, shows it to have been about three parts pleasure to one part business. There may be several who will say that the proportion of pleasure to business was even greater than three to one.

It has been the happy custom with the N. Y. F. W. A. for years to invite the ladies to the summer meetings, so a large majority of the ninety members who attended brought their wives and families. One look at the picture that was taken at the Port-au-Peck Clambake convinces that it is a happy custom to bring the ladies, but if you are still in doubt, ask either Mr. or Mrs. Thomas Amzi Jackson. Did Tom send you one of these?

Mr. Thomas Amzi Jackson

Mrs. Trace Annette Hoeft

Married

on Wednesday, the fifth of July

One thousand nine hundred and sixteen

Rochester, New York

Nearly all of the party reached Hotel Monterey in time for the opening dinner Friday evening. Following the dinner those whose room number was not 119 attended a concert by Pryor's Band and joined in the dancing at the hotel later.

Saturday morning there was a line-up of roller chairs on the boardwalk, occupied by members and guests of the N. Y. F. W. A., that closely resembled a fashion parade. The rest of the forenoon was spent dodging sharks in the surf, and after luncheon everybody took advantage of the beautiful drives through that section of the country. At dinner that evening some of the men were comparing the drive up the shore and along Rumson Road with some of the famous drives of California. The Jersey scenery seemed to stand the comparison well.

Saturday evening launches carried the party to a special supper and cabaret entertainment at Ross-Fenton Farm on Deal Lake. Just why they call it

"farm" was not revealed, because once inside the restaurant it seemed more like a part of the Great White Way. A regular Broadway performance was given by the cabaret artists, and the special supper was a fine one.

The big event was pulled off on Sunday when special trolleys took the party to Port-au-Peck on Pleasure Bay for a clambake. Before the bake was served there was time to work up an appetite by playing ball, rowing or walking (we promised to say nothing about the appetizers that were discovered on the hotel veranda), so that all sat down to the feast with that "Lead on, MacDuff" feeling. No one was disappointed. Usually at a clambake, the food itself is the least of the attractions, but not so at Port-au-Peck. Everybody got a square meal of sea-food that was baked to a turn under several layers of seaweed. This day was a triumphal climax to the program planned by the outing committee. For such successful work, Charles Carbrey, secretary of the outing committee, stands in danger of being elected a permanent member of all future outing committees.

When the business meeting was called to order Monday morning, John Cassidy's absence from his customary place in the secretary's chair was quite noticeable. The members voted to extend to Mr. Cassidy the wish that his health would soon permit him to resume his duties with the association.

The report of the outing committee, read by Charles Carbrey, was the first number on the program. This was followed by the report of the new secretary, Charles S. Morris, who announced that he had been secretary for so short a time that very little had happened in the association on which to base a report. He formally placed his services at the disposal of the members and asked that they call on him to serve them whenever he could be of assistance.

President Walter C. Reid, in his address, spoke of the increased cost of doing business as compared with that of a few years ago, especially as regards the wages paid to labor, and stated that it will be necessary for warehousemen to obtain greater compensation to insure any profit in the future.

Greatest Problem to Average Work

The increased demand for help has made it next to impossible to secure competent and reliable men for short or irregular periods of employment, and Mr. Reid thinks that the only solution for the warehouseman is to devise some method of equalizing the work. The big problem, he thinks, is "how we can average

our work so as to employ good men for a longer period of time."

The subject chosen by Walter C. Gilbert was "Co-operation." He pointed out results that have already been attained through co-operation in the associations, such as the warehouseman's receipts act, and suggested ideas that could be worked out by the members. He suggested that the secretary's office be made a clearing house of information about men employed by the members so that if any man, who had been employed by another member, should apply to another member for work, his complete record could be obtained through the secretary's office.

Other ways of co-operating among the warehousemen suggested by Mr. Gilbert were the maintenance of prices for service, the exchange of information gained from the operation of motor trucks, the adoption of a standard size van body and the co-operative purchase of supplies.

W. H. Wayne Had Important Paper

The paper by W. H. Wayne brought forth the longest discussion of the day. "Procedure at Death of Depositor" was his subject, and it seemed that many of the members were more or less in the dark on this point. This subject will be taken up in full in a later issue of TRANSFER and STORAGE. We have space here only to say that Mr. Wayne's most pointed advice was to avoid all risks, in case the goods stored have value, by turning over no goods on the death of the depositor, except to an executor or an administrator. If none of the heirs take out letters of administration and the

warehouseman feels that he must dispose of the goods, it is possible to have someone in his own office take out letters of administration and then sell the goods in the regular manner.

George Kindermann made a motion to the effect that the whole question be referred to the committee on legislation to take the necessary steps to secure a uniform course of procedure for the disposal of goods on the death of the depositor. This motion was carried.

Grant Wayne was again the exponent of good packing. He called attention to the number of times a van load of goods from an apartment to warehouse must be handled, at least four and often eight times. This handling must be repeated when the goods are taken out of storage so that no matter how careful the moving is done some damage is bound to occur unless the goods are properly packed.

Mr. Wayne maintains that a good estimator can convince almost any householder that it is a good investment to pay for this packing for storage and that if the estimator is incompetent he should either be educated or fired. Another good idea that Mr. Wayne brought out was that managers should seek to build business on a basis of quality work at a profitable price rather than to seek a large volume of business at any price.

H. H. Smith, of the Edison Storage Battery Co., gave an interesting talk on the storage battery. He stated that in the beginning his one idea was to attempt to dispel the mystery that surrounds the storage battery. He gave briefly the history of the develop-



The Clambake was the Big Event at the N. Y. F. W. A. Outing

ment of the Edison battery and the construction of a cell, explaining that the active materials are compounds of nickel and iron with an electrolyte of caustic potash, making an alkaline battery which is different from any of the other storage battery combinations. He spoke of the long life of the Edison battery (more than 4 years), the low cost of operating per ton or per mile, the ease of operation, the freedom from repairs and lay-ups and the capacity which enables a warehouseman to do suburban business.

The Electric and Poor Roads

Joseph H. Tracy, of the Electric Storage Battery Co., followed Mr. Smith with a talk about the construction and operation of the lead type of battery. An interesting point brought out early in his talk was that the electric motor delivers high horse power at low speed and low horse power at high speed, making the electric useful under unfavorable road conditions.

In the lead battery both positive and negative plates, composed of lead, are immersed in a solution of dilute sulphuric acid. The lead battery can now be charged at any time, which permits boosting during the day in order to secure long mileage. Mr. Tracy also stated that standing idle with a fully charged battery is not detrimental for any such time as 3 or 4 months.

In order to give the best idea of the paper "Boosters vs. Knockers," by Chas. S. Morris, we requote the quotation that inspired the title of his paper: "When the Creator had made all good things, there was still some dirty work to do, so He made the beasts and reptiles and poisonous insects, and when He had finished, He had some scraps that were too bad to put into the rattle snake, the hyena, the scorpion and the skunk, so He put all these together, covered it with suspicion, wrapped it with jealousy, marked it with a yellow streak and called it a 'KNOCKER.'"

Ingredients of the "Booster"

"This product was so fearful to contemplate that He had to make something to counteract it, so He took a sunbeam and put it in the heart of a child, the brain of a man wrapped these in civic pride, covered it with brotherly love, gave it a mask of velvet and a grasp of steel, made it a lover of fields and flowers and manly sports, a believer in equality and justice, and called it a 'BOOSTER.' And, ever since these two were, man has had the privilege of choosing his associates."

Mr. Morris' paper was in his usual strong vein and exhorted every member of the N. Y. F. W. A. to be a booster of the constructive effort of the association.

Mr. Morris then read a short paper prepared by C. W. Pimper, on "The Packing List," urging the members to keep detailed records of all goods packed in case the goods have value, in order to protect them-

selves against unjust claims on the part of the owner or the railroad.

C. A. Aspinwall read his paper on "The Future of the Warehouse Associations," which was read at the recent meeting of the I. F. W. A., and similar action was taken, i. e., to have the president and secretary of the N. Y. F. W. A. meet with the officers of the other associations to work out a plan of federating the existing warehouse associations.

At the close of the business meeting prizes were distributed to the lucky lady and the lucky man whose badge numbers were first drawn from the hat by Master Charles Milbauer, Jr. The ladies' prize, a parasol, was won by Mrs. H. A. Blank, of Pittsburgh. Mr. Dietzel, of the Security Storage Warehouses, Harrison, N. J., was the lucky man and received a fine umbrella.

Termination of Carrier Liability

The Supreme Court of Tennessee recently decided an interesting case involving the liability of an express company as a common carrier and as warehouseman. Potter Bros., a mercantile firm doing business at Sparta, Tenn., brought this action to recover the value of a steel burial vault consigned to them by express.

The undisputed facts are: That the vault reached Sparta about 2 o'clock in the afternoon. The express company at that place had in its employ a driver whose duty it was to deliver packages to consignees who lived within the corporate limits. Shortly after the vault arrived at the depot, in which was the express office and wareroom, this employee delivered several small packages to the firm, and at the same time collected the carriage charges on those packages and on the vault, informing one of the firm that the vault had arrived at the depot, and that he (the driver) was going back to the depot for another load of express matter, and would then deliver the vault at the business house of Potter Bros.

A member of the firm signed the delivery book for the vault, and, as he testifies, told the driver that "It would not be necessary to handle the vault but once, and to leave it on the platform outside the depot"; that the vault was to be taken outside of delivery limits, and that the firm's wagon would come and get the vault and take it directly to the cemetery for use the next day.

The driver at nightfall, instead of leaving the vault on the platform, put it inside the warehouse, where all express matter was stored for safe keeping. The depot (including the platform) was destroyed by fire during the night of the same day, and the only proof on the point is to the effect that the vault would have been rendered worthless by the fire if it had been left on the platform.

The circuit judge and the Court of Civil Appeals have held the express company liable as carriers, and therefore insurer. If the vault was held by the company as warehouseman at the time of the fire, it is not contended that culpable negligence on its part is shown.

Transfer and Storage in American Cities —Newark, N. J.

In some respects the city of Newark, N. J., with its 400,000 of population, bears almost a suburban relation to New York City, from which it is distant only eight miles. And yet Newark is a great manufacturing center, somewhat of a railroad center, and a port of entry, connecting with the Atlantic Ocean through Newark Bay.

Two features stand out above all others in the transfer and storage business in Newark as particularly applying to local conditions. The first is the great volume of the express business to and from New York City, and the second is the development of the merchandise storage warehouses and the merchandise storage warehouse business generally. Practically every warehouse in Newark caters to the merchandise storage trade to some extent, although some of them will not take merchandise unless it is acceptable from their point of view to be stored with household goods, and others are so located that little, if any, of this business comes to them.

The city was founded by settlers from Connecticut and their direct descendants constitute a substantial part of the population to the present day. This stock has left its imprint on the manners and customs of the community and with the modifications produced by contact with the early Dutch settlers of Bergen county, together with the influence of the Scotch, Irish and German immigrants of the middle of the last century, has evolved a local atmosphere just a little different from that of any other locality in the country.

The combination of thrift, industry and efficiency, as shown in Newark's institutions, both public and private, is an example for any municipality in the United States. All these things have their bearing on the transfer and storage business in Newark.

Newark is fortunate in having wide streets which are fairly well paved. There is considerable wood block pavement but this is sanded by the city in the winter, and none of the local transfer and storagemen expressed themselves as against it. The balance of the pavement is Warrenite asphalt and granite block, grouted with concrete. On its western side, the city is very hilly.

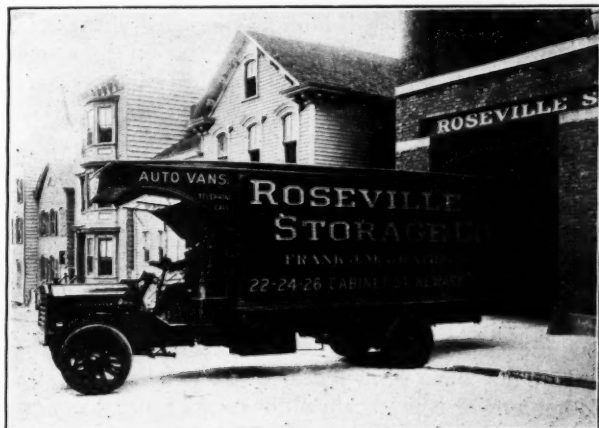
Three organizations look after the interests of the local transfer and storagemen. Of these the most important is probably the New Jersey Warehousemen & Van Owners' Association, whose headquarters are in Newark, and while this is a state-wide organization, it looks after the affairs of the business in Newark quite as much as it does in other cities. The Newark Expressmen's Association consists of those firms and

individuals who are engaged in the Newark and New York express business. The Newark Horse Owners' Association is general in its nature, taking in any one who owns a horse, but the mainstay of the organization are the transfermen, as in other centers, for with the transfermen, the horse and his welfare are closer to the pocketbook than in any other kind of business.

Local ordinances that affect the transfer and storage business in Newark are not many in number. An attempt was made to pass the "moving ordinance" which requires the registration of all household removals with the police department, but this was knocked out by the New Jersey Warehousemen & Van Owners' Association. There is a license tax or rather wheel tax of \$5.00 per year per vehicle used in the city, and another ordinance forbids vehicles to load over the tailboard which necessitates backing against the curb. Twenty minutes is allowed vehicles that can load no other way than by backing to the curb, to stand in this position.

Newark railroad terminals are free from delays, and there are plenty of terminals and team tracks to take care of the business. The terminals are rather antiquated in type, but this makes but little difference as practically the only trucking to and from the team tracks and railroad freight terminals is of westward bound freight or freight that is shipped to Newark from the west.

Strange as it may seem, considering the congested conditions at New York City piers and terminals, most of Newark's east bound freight and freight coming to Newark from the east, is delivered in New York City, transported by wagon or motor truck to or from Newark. From this feature comes the tremendous growth



The Roseville Storage Co. Has a New Packard Van



An Autocar is the Rolling Stock of the National Transfer & Warehouse Co.

and importance of the express business in Newark, in which more teams are engaged than in the local trucking business.

It was formerly necessary to "peddle" freight at the Newark terminals, but this has been done away with. One railroad, the Delaware, Lackawanna & Western, does not send out its arrival notices until the goods are out of the car and into the freight house, thus avoiding all possibility of having a consignee receive an arrival notice when his goods have not actually come in, as happens so frequently in New York City. One suggestion for improvement locally, which might apply to other centers as well as Newark, was to have the railroads start the free time when the car is actually placed, and not when the car arrives in the yard.

Rates in the cartage business are rather unstable, and the service is not always what it should be. According to some members of the fraternity the cartage business has been a cutthroat game for several years. The better class firms try to get 5 cents per 100 pounds with a minimum of 25 cents. Teams rent for \$7.00 per day in Newark, which is high as compared with other cities, although Newark firms say they cannot see much money even at that price. Drivers in this class of business get \$15 and helpers get from \$2.00 to \$2.25 per day.

In the moving van field an advance in prices was made this year, owing to the increased cost of doing business. Six dollars per van load is the usual rate now obtained among the better class firms. These vans contain 500 cubic feet. Pianos with the load go at \$1.00 and separately at \$1.50. Piano hoisting, including the cartage, is \$7.00, and a double hoist is \$10. When the piano is in the load the hoisting is \$5.00. Motor moving is practically all by contract and the prices for this kind of work show the effect of too close competition, owing to the growth of the numbers of the

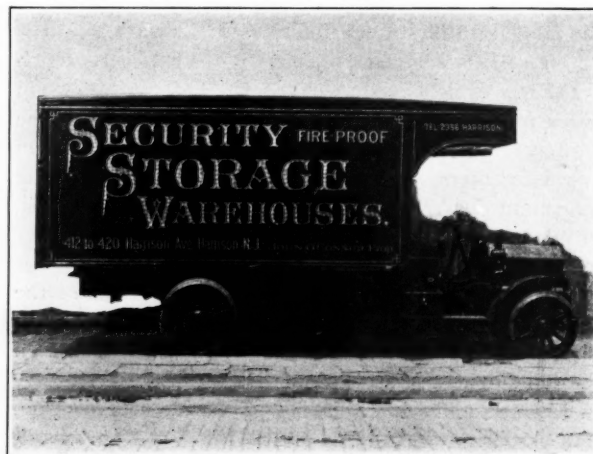
little fellows who own but one van each and drive them themselves.

Some of the motor van owners said that for any distance beyond twenty-five or thirty miles, one dollar per mile is a fair charge and allows a fair margin of profit but that below that distance, all work would have to be by contract and at a higher rate per mile.

There are no big installations of motor trucks in the moving business in Newark. Practically every warehouse has one or two. There are no electrics in the van field, although Newark is the home of an electric truck manufacturer. The McGann Co., which does a general trucking and merchandise storage business, has two Atlantic electric trucks of five-ton capacity. This firm has no gasoline trucks as yet but believes they will be needed. There are very few motor trucks used in the merchandise trucking field, in spite of fairly good conditions at the railroad freight stations. This is due to the fact that they cannot be as conveniently used in team-track hauling as horse vehicles, owing to the lack of space between the tracks. The McGann Company states that the electric is the ideal vehicle for hauling to and from the railroad terminals, however, and there is considerable talk of the electric in the moving van business in Newark.

A strange thing about Newark is the fact that it has no typical freight wagon. Practically every other city in the country has some type of freight wagon peculiar to itself, but in Newark nearly every type can be seen, and there are quite a few wagons on Newark streets that are not types of anything.

The Kelly motor truck is especially popular in Newark. Job De Camp is using two Kellys and two Service trucks of three and a half and two-ton capacity respectively. The Knickerbocker Storage Warehouse Co. has two trucks, both Garfords, of four-ton and two-ton capacity. The Model Storage Warehouse has a



The Security Storage Warehouses Pin their Approval on a Peerless

Garford, and the Roseville Storage Co., has a brand new three and a half ton, worm-driven Packard. The Security Storage Warehouses, of Harrison, N. J., which is a part of Newark, has three trucks of which two are of three-ton capacity and are Peerless and Packard makes, respectively. The third is a two-ton Pierce-Arrow. This firm has fifty-one head of horses, which is probably one of the largest stables in Newark. These horses are used by O'Connor's Newark & New York Express Co. in the interurban express business.

Although there are full loads both ways in this express business, it has not been found that motor trucks, at least those of the gasoline type, will pay, owing to the delays at the New York City terminals and to the frequent stops in picking up and delivering the package freight.

The Cowperthwait & Van Horne Co., of Newark, recently moved six van loads of household goods to Montclair, four miles away, in short order, using a two and a half ton Kelly truck and three horse vans. The truck carried a van body of 500 cubic feet capacity, the same as the horse vans. Nine men were employed on the job. The truck was loaded by five men before the horse vans arrived on the scene of action, and left before the horse vans hove into sight.

Two men went with the truck to Montclair, and the horse vans were nearly loaded by the time the truck returned. The horse van loading was completed and the entire gang pitched in to load the truck. All the crew then went up to Montclair with the truck, which caught up with the horse vans. The truck was unloaded first and returned to the house in Newark for the last load. In this way the goods were gotten out of the house by 11 a. m., which shows how trucks can be made to pay when their work is properly supervised.



The Knickerbocker Warehouse Co. Has the Nearest Approach to What Is Conceded to be the Coming Type of Household Goods Warehouse



The Model Storage Warehouses Have a Garford Van

The busy season in the moving business comes in September and October, most of the leases in apartment houses expiring about that time. There is always plenty of work the last week in every month.

Apartment houses and consequent delays are increasing in Newark, but so far the New Jersey Warehousemen's & Van Owners' Association has not been able to bring about the hourly basis for moving household goods. During the past year there has been a slackening up in building operations owing to the increased cost of building materials, and while the moving business has been good it has not been as good as would otherwise have been the case. New apartment houses cause vacancies from the highest to the poorest class of apartment, which stimulates the moving business considerably.

In the heavy haulage field, Henry Jaeger is probably Newark's foremost truckman. Mr. Jaeger has one vehicle which has a capacity of fifty tons.

Newark is well supplied with household goods warehouses, although these are small for the most part, being in only a few instances over three stores high. One member of the warehouse fraternity in Newark stated that while in the past ten years Newark's growth has been at the rate of only 10 per cent, the expansion of the warehouse industry has been at the rate of 30 per cent. And yet all the Newark warehouses appear to be well filled, and no dissatisfaction is expressed with conditions in the household goods storage field. Newark does a large summer storage business usually, taking care of the goods of families that spend the summer at the nearby seashore, but there has been comparatively little of that this year, owing to poor weather and the shark scare along the coast.

Newark found an increased demand for fireproof storage this year over previous years, the non-fireproof warehouses being the last to fill up. Insurance rates are high in Newark in spite of the fact that some of the warehouse structures there are fine examples of

said that they were being well treated by their employers and at least arbitration should be considered by their leaders.

The conditions arising from such a tie-up in a port so large as this were very damaging to commerce. This so aggravated the members of the Chamber of Commerce that they finally called a meeting at which plans were ordered which, when applied, soon afforded relief.

The committee of the Chamber of Commerce submitted their plans to the Draymen's Association, and we took the matter up with the leaders of the local Brotherhood of Teamsters, whose members are our drivers. These men have been in the employ of our members since the strike of 1901, which they lost, under a regular working agreement. To their credit they have been very loyal to this agreement. One very conciliatory feature which has been and now prevails, is that our president, C. L. Tilden, has at all times insisted that these men be treated with all fairness.

A few times during the past 15 years they have made demands for better working conditions. Our association granted those which were fair and just and eliminated the rest. In this way there has been no interruption of the work for all these years. Even a few months ago, when a mass meeting of the "Brotherhood" was called to make a demand for better working conditions, it was voted down in deference to the agreement they have with us, which of course we expected. These friendly relations were the results of good organization by both parties concerned, each occasionally calling for a conference with the other, and neither trying to take advantage of the other. These results we feel emphasize most forcibly the benefits that the draymen of this city have secured by being well organized. The same would apply elsewhere.

In the recent trouble, when it began to grow unreasonably irritable, our committee, in response to a request from the Chamber of Commerce, insisted upon the committee of the "Brotherhood," that the men be advised to handle the goods on and off of the docks, as formerly. This seemed necessary to avoid the worst outbreak of labor trouble that ever developed in the west. The merchants had stood the trouble as long as possible. The leaders of the "Brotherhood," whose fairness and ability we have never had reason to question, decided that their men should do the work as called for, and so informed the stevedores. Orders to this effect at once were sent out, and the work was begun. The stevedores were very bitter at the decision of the teamsters, but that did not matter. They themselves, seeing the firmness of the merchants, decided too to go back. This they have done notwithstanding that they are working with the non-union men.

All work is now going on except that of the lumber yards. Thousands of tons of freight that had been held up has been started on its way. The lumber yards have been closed down since the strike began. They are insisting upon open shop. They claim that their men have acted very unjustly, and they do not now propose to yield. It is very much to be hoped that an amicable settlement will soon be made, that commerce may again be carried on without molestation.

F. J. D.

Effect of "Shipper's Load and Count"

Brooklyn, N. Y., June 27, 1916.—If the seller loads a car and places the seal on the car and accepts the bill of lading marked "Shipper's Load and Count," can he collect a claim for shortage reported at destination, if the condition and quantity of shipment is sworn to both by the seller and by the receiver?—D.C.

Reply.—If goods are sold for delivery at destination the seller is to make full delivery there. If they are sold for delivery at the shipping point, the carrier being agent of the buyer, the seller is bound to prove simply that he made proper delivery to the carrier at the shipping point. If the seller is in position to prove, as he is in this case, that he loaded a certain quantity of goods into the cars then the carrier is bound to deliver or to account for that quantity. The carrier can oversee the loading if he will. In any case he is bound to account for such goods as the undisputed or satisfactory evidence shows to have been delivered into his custody. If the bill of lading is marked "Shipper's Load and Count," the carrier is not bound for the accuracy of the quantity stated in the bill of lading. He is bound, however, to deliver up or to account satisfactorily for all goods that can be shown to have been delivered into his possession. In short, the carrier may show, if he can, that the shipper was mistaken as to his load and count; but he can not escape the obligation to deliver to the buyer all of the goods shown by satisfactory evidence to have been placed in the cars.



Building of the Unedda Storage & Van Co. in New York City, After the Fire

Organize Company to Study Terminals

Announcement has been made of the organization in Delaware of the American International Terminal Co. by the National City Co., the American International Corporation interests and Stone & Webster. The capital of the new company is to be \$100,000, and its object is stated as being "to study problems relating to railway, steamship, warehouse and industrial terminals," with the purpose of providing better facilities for the extension of the export trade of the United States. The directors of the Terminal company are: Vice Presidents George J. Baldwin and W. S. Kies, of the American International Corporation; R. P. Tinsley, secretary and treasurer of the same company; J. H. Perkins, vice president of the National City Bank; E. P. Currier, of the National City Bank; C. H. Mitchell, vice president of the National City Co.; E. S. Webster, H. R. Hayes and O. E. Stevens, of Stone & Webster.

In outlining the plans of the new company, Mr. Kies said that no positive program had been definitely decided upon beyond the immediate study of the problems presented by the port of New York, but that attention would also be turned to other ports as need developed. He said that an attempt would be made to consider all of the many propositions for terminal improvements that have come up in all parts of the world, with the idea of determining upon the plan which would give the greatest efficiency at the lowest cost. So far the railroads and other terminal interests have not been approached with any concrete proposals, Mr. Kies explained, but there was little doubt that they would be willing to co-operate.

Will H. Lyford, who has for more than 30 years been connected with the largest terminal railway system in Chicago, and has aided in the establishment of terminals in several other cities, has been retained as consulting expert by the company. In an interview Mr. Lyford said:

Growth of Terminal Facilities

"Within the past 5 years the subject of terminal facilities for transportation systems has become a matter for general discussion. Each railroad company had built up gradually the facilities deemed necessary to enable it to receive and deliver at its terminal stations the amount of freight which was presented to it. As the volume of freight increased, the facilities were added to, but generally under the pressure of demands for immediate relief from an avalanche of traffic, and any make-shift was resorted to which would furnish such relief. Scarcely ever have comprehensive plans been laid out to care for the distant future.

"As a consequence, inadequate provision was made in acquiring the necessary real estate for terminal development, and the communities, which had nearly always grown up at the terminals of transportation systems,

have hemmed in the terminal facilities, and the value of the adjoining land has increased to such an extent as seemingly to prohibit the extension of the facilities to keep pace with the growth of traffic. Usually, further development can only be accomplished by the expenditure of vast sums of money for acquiring adjoining land, removing expensive buildings and erecting others adapted to the handling and storage of freight.

No attempt at Co-operation

"The principle of ruthless competition between carriers has been insisted upon by the Federal and State laws, and has so imbued the minds of the responsible heads of transportation systems that no attempt has been made, or at least has succeeded, to bring about co-operation in the use of facilities and thereby secure greater efficiency from those already existing.

"Periodically would come some time of seemingly uncontrollable congestion, when all the transportation systems serving a seaport or inland terminal would be blocked. The past 6 months have furnished probably the most glaring example of this kind. By reason of the shortage of bottoms for the movement of export freight and the equal shortage of warehouse space for its temporary storage, it was claimed that 80,000 cars loaded with freight stood upon every available track within many miles of the port of New York, even blocking the third, fourth and fifth main tracks which should have been kept open for the passage of trains."

As indicating the need for systematized development of the port of New York, attention was called to conditions here that hamper trade expansion. It was pointed out that, while New York has one of the best harbors in the world, early building was done with no conception of what future needs would be, with the result that very few piers exist to which ships can come having direct railroad connection inland. The situation is so strained, it was said, that serious tie-ups occur on the slightest excuse, such as unusually heavy freight movements, a temporary shortage of bottoms, fog in the harbor, or snow in the streets.

Initial Carrier Responsibility

An Illinois decision is to the effect that under the Carmack Amendment to the Hepburn Act, making the initial carrier, accepting an interstate shipment and issuing a bill of lading, liable for the negligence of all the connecting carriers, the shipper cannot hold a connecting carrier liable, though it issues a bill of lading, but must proceed against the first.—Looney vs. Oregon Short Line R. Co., 111 N. E. 509.—*Express Gazette*.

Is Price Maintenance Unjust?

The following paper, justifying price maintenance in the household goods storage field, was read at the annual meeting of the New York Furniture Warehousemen's Association at Asbury Park, N. J., on July 10, by C. J. Hamilton, vice-president of the Security Storage & Trust Co., of Baltimore:

I know of no other subject that is more important and that seems more difficult and troublesome to fathom than the average warehouseman's idea of how to get the proper price for his services. When I say price I mean nothing more or less than a profitable one.

We are gradually standardizing the methods of conducting our business where we can. Co-operation has been the foundation for whatever has been accomplished in this respect, and it is this that must be fostered and encouraged by all the associations, if we ever hope to derive a fair profit from our labor and investments, for you cannot make a profit if you do not charge a profit and to charge it you must maintain it, and to maintain it you must show a willingness to co-operate with your competitor, and that is a duty each of us owe to the other.

No fair-minded person can detect anything wrong in maintaining a fair price for that which you sell.

The Maintenance of the Golden Rule

I do not believe there is any member of this association, who does not try to conscientiously adhere to the practice of giving his customers the utmost in efficient service and fair business dealing, and furthermore I believe we can attribute this to nothing more or less than the doctrines and principles that the various associations have advocated and from what you have had told you from time to time by some of the foremost warehousemen of the country.

The spirit that appears to prevail at these meetings, and which seems to permeate the very atmosphere in which we gather, is one that directs us to treat our customers fairly and honestly at all times, and to give value received, but to accomplish this, are we to be led blindly into believing that this can only be done by rendering your services at a close margin of profit or probably at no profit at all? I know of no other business that assumes more responsibility and receives less in proportion than that in which we are engaged. Our responsibility is certainly just as great when we obtain an order at a cut price, as it is when we obtain our full price. It has often occurred to me that our charge should be measured according to the responsibility, but this is not always done.

When a warehouseman cuts prices, he not only robs his competitor, but also robs himself and creates a certain feeling of unrest among his competitors, who, when they learn what practices have been used against

them, resolve to apply the same tactics at the first opportunity, and what is the result: cutting prices continues between you and your competitors, and it is not long before the price for your service gradually descends to such depths, that you are barely making the cost of production, and that one time cherished thought of realizing the profit your services should demand fades away, and in a good many instances beyond your reach for a long time to come.

Effects of Price Cutting

You can readily appreciate what an effect such a condition has on your business, but why such conduct prevails so flagrantly among warehousemen I cannot, for the life of me, understand. I sometimes think the warehouseman who persists in cutting prices, does so in ignorance of the actual cost of the service he sells, but if I were to ask those present how many keep a complete cost record, I am almost certain the majority would answer in the affirmative; therefore, if I am correct, we can hardly give that as the reason. Then we might attribute it to certain conscientious scruples some warehousemen might have as to the justness of maintaining and charging a fair and profitable price.

It is demonstrated to us every day that there are certain conditions under which acts of maintenance become an absolute necessity, and are, therefore, pardonable in the eyes of business and the public. For instance, the maintenance of taxation by our National, State and Municipal Governments. The railroad companies are required to maintain the upkeep of their vast properties and equipment, and so it is from the smallest business house to the largest corporation serving the public; they have each some interest in the act of maintenance. Now, we must concede that all of this is necessary for the smooth running of the wheels of progress, but how is it to be accomplished? It is just like balancing your books, or weighing commodities on a scale; in the former we have got to produce a corresponding debit for every credit or else our books will never balance; in the latter you have got to produce an ounce for every ounce you expect to register on your scales, or they also will never balance. So the same principle applies to business, no matter what it may be, for you cannot make a profit unless you charge a profit. Some of us are rather loath to stare facts square in the face, but it has to be done sooner or later, and I know you will all agree that it is better to be put on the right trail at the beginning than to find it when it is too late.

The substance of success is purely and simply the ability to get a fair and consistent return for that which you produce and sell to your customers. To do this, isn't it necessary to sell at a price above the cost of production?

To get this price, don't we have to maintain it? You can always get a customer with a bargain, but we all know, from probably many a sad experience, that you have to give satisfactory service to hold him. When prices are cut by unfair competition the customer, I believe, is ultimately the victim, as we all know that every business must make a profit or it could not exist and when a warehouseman sells his space or service below the proper profit or at cost, or below cost, by reason of a desire to accommodate the customer in order to retain his business, or for some other unfair purpose, what does it mean? It means simply that by shrewd manipulation the warehouseman in order to strike his necessary average profit, must and does sell other service at more than its real worth. There is no other answer; he must, or else close his doors.

Fixed Prices and Monopoly

Business integrity and known fixed prices have been inseparable since the conception of successful business administration. Now is it necessary to maintain a monopoly to follow the policy of price fixing? Absolutely not. All that is necessary is to display sufficient courage and conviction of the righteousness of fair business dealing, and adhere strictly to the Golden Rule. If you do this, then your position should be a clear one; your aim is directly opposed to monopoly, and your policy, one which is extremely beneficent, not only to your business, in general, but to your customer, for you can give him value received without beating around the bush to do it.

It is simply this, that which is specifically yours and which you created and endowed with your time, study, capital and quality of service, and upon which every one you serve can rely, is certainly of value to the customer as it is of value to you. Fixing of prices on this principle or circumstances should have in it no element of monopoly or unjustness. If you fix the price too high, by virtue of your being able to regulate a fair price, one or two things are likely to happen; either the community will refuse to patronize you, or you will have abused a privilege that cannot be restored for some time to come, if ever again.

Neither Wrong Nor Unjust

Now it would appear that the exercising of such a privilege, in an unfair manner, would place price maintenance in the class of a monopoly, and which is absolutely wrong, but to maintain a fair and consistent charge for any service or commodity, is neither wrong nor unjust, and I want to say it is an essential and necessary conduct, permissible of any business. Isn't it the purpose of the Public Utilities Commission to not only regulate but fix the price for the service rendered by public service corporations? Why is this done? Isn't it to avoid favoritism and discrimination of one customer over another, and to regulate the price so that the public will receive a dollar's worth of service for every dollar paid. Is that principle wrong or unjust? Isn't that price

maintenance? Could public utilities compel you to sell your service below cost? Assuming that they could, that is not the purpose for which they were created. One of their purposes is to fix the price, but why is it necessary to come under the jurisdiction of these utilities to regulate a fair and profitable price for your service? Do you go to your neighbor and ask him to regulate the affairs of your household, and would you ask your competitor to manage your business?

Why then should we have any scruples in fixing a price for our service? If you don't fix it jointly, or severally, you have to fix it by yourself, but it is not so much in fixing it as it is in maintaining it. Price cutting tends to do nothing more or less than make customers a bedlam of haggling, deceitful bargainers, and force into the business subterfuges and misrepresentations, putting a premium on sharp and unscrupulous practices, to the ultimate harm of the average customer, who is unable to detect the deceptions being practiced upon him, and last, but not least, the creation of an ultimate class of competition ruinous to both you and your competitor.

Cost of Production

Now we might direct our attention to that principle applicable to the necessary calculations incident to finding the proper charge for your service, as prices should not be made promiscuously and in an unreliable manner. The element we first consider is the cost of production and to which we must add our profit, out of which grows the charge for our service. To find the cost of production and to keep pace with the rising cost of labor, materials, and the numerous incidental expenses necessary for the conduct of your business, a complete and concise record of every element of cost should be kept within easy reach at all times for reference. Your overhead expenses and depreciation of equipment are important factors that must also be considered and therefore should not escape attention. A deficiency prevails in any system of cost records where all items entering into the cost are not provided for. The cost of labor might advance, likewise materials, taxes, insurance, clerical help, etc., and you are compelled to pay this increase in cost, but how are you to keep up with it, if you don't keep a proper record and thus enable yourself to regulate your price for your service at the same ratio?

These various expenses and costs fluctuate from time to time, and even though the increase of any particular class of expense or cost of material or labor be small or large, why shouldn't the customer pay this cost of increase in production as he is the one that benefits by the service you sell, but you, in turn, receive no benefit if you obtain no profit. On the other hand, why shouldn't the customer get the advantage of any decrease in the cost of production? If he pays for the service at all times at a price fair to you and himself, you could readily give him the benefit of any reduction in the cost of production, but you cannot if you regulate your price irrespective of the elements of cost. I know of

some warehousemen who, up to 3 or 4 years ago, were charging the same for their service as they did 20 years ago. This hardly seems reasonable, but it demonstrates how stagnant the subject of price becomes when we fail to keep in close touch with the rising cost of conducting our business. Should the customer always derive the benefit of that which you produce and sell without paying a fair charge for it? Can you escape the increased cost of doing business? Don't you, therefore, have to devise some means of knowing what it costs to do business in order to realize consistent profit? You cannot escape the fact that it is just as essential to regulate and maintain a proper charge for your service as it is to make that charge sufficiently attractive to encourage the patronage of the public when in need of the service you sell.

I wish I could extract from each one of you your solemn promise that when you return to your home town, if you have unfair competition to deal with, you will use every possible means to bring your competitors together for mutual co-operation and better working conditions. This in my estimation can only be realized by some form of price maintenance, and thus add another link to the chain that will draw the household goods warehousemen up to the very highest pinnacle in the eyes of the business world.

How To Use The Directory

Information has come to hand that causes us to believe that THE TRANSFER and STORAGE DIRECTORY, recently published by us, is not being used to its greatest advantage by men in the transfer and storage business.

The first purpose of THE DIRECTORY is to supply correspondents who can act as receiving agents in their cities for goods sent from other centers. In this way, a copy of THE DIRECTORY, which sells at \$3.00, becomes a real investment for the transfer and storage man, for it gives him an opportunity to build up a system of correspondents which will result in exchange of shipments, thus bringing him an actual profit.

One transfer and storage company writes us to the effect that a customer, whose goods they were shipping to Toledo, asked them if they knew of a good reliable transfer and storage company in Toledo. They showed her a copy of THE DIRECTORY and told her that all the companies listed therein are reliable and that she might choose anyone from that list to handle her goods at Toledo.

There are two errors in this course. In the first place, they should have asked permission to send that shipment in care of some Toledo transfer and storage company. That would mean that when the Toledo transfer and storage company had a shipment coming into the town from which that shipment originated, the transfer and storage company who sent them the first shipment, would probably be the recipients of the favor of reciprocity. If the customer did not care to have her household goods sent in this manner, the company shipping, should have referred her to some specific company as

their agent at Toledo, picking the company from those listed in THE DIRECTORY, and then writing that company of the action taken.

The second error in this course, was the action of the transfer and storage company in telling their customer that all of the firms listed in THE DIRECTORY are reliable. It may be true that all the firms listed under Toledo are reliable, but it would be impossible for us to guarantee the reliability or responsibility of the firms and individuals listed in THE DIRECTORY. Certain information is given regarding the firms listed in THE DIRECTORY that might be an indication of the reliability and responsibility of the firms listed, as far as financial responsibility is concerned. But financial responsibility is not always a guarantee of good workmanship, which is of greater importance to the customer after all.

American Chain Takes Western Union Business

The American Chain of Warehouses, Inc., has announced that on September first it will take over the distribution service formerly operated by the Western Union Telegraph & Cable Co. Of course the bulk of this business will go to warehouses affiliated with the American Chain which has a representative in each of the larger cities. However, where the American Chain has no representative, responsible warehouse companies will get this business. This action will be welcomed by the warehouse fraternity at large as it removes from general competition the Western Union company, whose rates were lower than those at which legitimate warehouses could handle this business.

Statewide Plan to Abolish Depot Soliciting

J. P. Stocksedale, chairman of the Legislative Committee of the Southern California Hotel Men's Association, has been busy during the past month endeavoring to secure concerted legislation in every county of the state lying between San Francisco and San Diego against hotel runners who operate on trains or in the smaller communities where trains stop. The boards of supervisors in each county have been sent a copy of the Los Angeles city ordinance legislating against train and depot solicitation, and asked whether it will not be possible to pass a similar law governing their territory. A number of replies have been received which are very favorable and which indicate that almost uniform legislation will be obtained up and down the state.

The Quackenbush Warehouse Co. of Scranton and Wilkesbarre Pa., has purchased the building formerly occupied as a machine shop by the Allis-Chalmers Co. at Scranton, and will fit it up as a household goods and merchandise storage warehouse with silver vaults, piano rooms, cold storage for furs, etc. The plant has direct track connections with railroads entering Scranton.

Tire Wear and Tire Care

Jackson Ballard, representing the B. F. Goodrich Co., made the following interesting address at the annual convention of the National Team and Motor Truck Owners Association at St. Louis, Mo., on June 27:

Just a moment of your time, gentlemen. The big idea is not to come here and tell you all about the tire in which I happen to be interested, but the big idea is to give you a few minor tips as to what we have learned in this tire game, both in the manufacture and the service. Ten years ago it took our fathers and many of us, most of the day to take care of one appointment ten miles from where we might have happened to have started in the morning.

Today, we can take care of ten appointments, ten miles, in ten different directions and get through with it and back at the dinner hour in the evening, and we will have accomplished something. It has all been made possible by rapid transportation and good communication. In this game of rapid transportation it has been the gas engine which has made it all possible, and the telephone. Now, then, the gas engine, with its parts, its accessories, in order to make it a practical transportation vehicle, has a flock of accessories, and the most difficult of them all today is the tire equipment.

The Advantage of Service

The man who is going to get and hold business from June 27 on, in most instances, is the man and will be the man who can give service. When you get a call in for quick delivery, the man who gives you an order for a delivery of goods wants the goods. He doesn't want to dilly-dally for 3 or 4 hours, or a half a day after he has given you the order. He wants the goods. Now, then, the horses are perfectly splendid for certain kinds of work. On long distant, heavy hauls the horse has to step aside and let the high-power engine do the work for him temporarily. The reason for this is that we can get a little more speed.

In order to get the speed we have to have the accessories, which must be such that they are not going to desert us when we get out on the long haul. How are we going to protect ourselves on tires? The one big idea is to have tires of the proper size, and after we have gotten to the proper size to carry the load over the roads we have to travel, then the next problem is, how are we going to protect the tires so as to get maximum service? One way is not to ride in street car tracks. Why? Because when a tire is on a street car track, practically only two inches of the width of the tire carries the entire load. That is obvious. Therefore, you are only getting about thirty or forty per cent of the actual bearing surface of your tire to do all the work. The result is your tire breaks down and you think that the tire salesman is a crook. Well, maybe he is. Now then, the next is your truck in the garage, oil and gas and water

stand around on the floor, we will say, or you may have a steam-heated garage.

Unconsciously and accidentally, maybe, the man may drive his truck back too near the steam pipe. Tire compound is made and handled and the entire action, in fact, is just like the handling of bread dough from the beginning to the finish. That is, in other words, it is all chewed up, a lot of compound, and cooked or baked. Now, when this stuff runs up against these hot steam pipes, the stuff overcures, we call it, and it falls off in chips, or cracks, and we wonder why it happens. There again we get a chance to take a wallop at the tire man, simply because the stuff is overcured. Now, when the truck is driving fast there is a tremendous heat generated in the tread. That causes further deterioration in the tread, and as a result it will chip off or break off in chunks.

Now, I am going to tell you where we fall down. Tires, as they are made, come through an apparatus that looks like a sausage mill. Well, if this sausage mill, the opening where the material leaves, does not have exactly the proper temperature, if the tread material is not exactly right, when that tread goes into service it will shred and you all wonder, "what's the matter with this tire? I have got the right sized tire on here. I have put on the size that the salesman told me to put on. I drive my truck carefully. What is the reason?" There is no reason except its faulty manufacture, faulty workmanship. Those are the things that any proper tire manufacture does not hesitate to take care of.

Saving the Engine?

Now, then, we have speed and driving against the curb driving in car tracks, heat in garages, and oil and grease they are all things that can be avoided, and there is no reason for any of them, with the possible exception of the street car tracks, and, believe me, there is a world of temptation on the rough streets to ride on the street car tracks. We can't blame the drivers when they do it. They figure they are saving the engine. Maybe they are, but it is a big premium to be paid.

Now, there isn't much else to be said on the protection of tires. Don't get the idea that one tire is better than the other. All the tires are good. They wouldn't be in business if they were not. That is one thing I never mention to a man. When any man is good enough to give me a hearing to let him tell about my particular tire, I never say anything adversely about any of the other manufacturers, because it is the mark of a fool. They are all good, or they would not be in business. Now, then, if you all have occasion to use tires, be positive that you get the right size. Don't think because you are saving a nickel on an inch or a half-inch in width that you are saving money, because you are not. Put on the extra half inch in width and you get the maximum in service that you pay for.

Rights and Duties of Correspondents

William T. Bostwick, of the Colonial Storage Warehouses, Inc., of New York City, read the following paper at the annual meeting of the New York Furniture Warehousemen's Association at Asbury Park, N.J., on July 10:

In order to obtain the correct viewpoint of the correspondent's duties and rights, let us follow the order of procedure. Ordinarily, the correspondent first receives a letter from the shipper, enclosing usually a bill of lading, a letter of instructions and often a bill covering the amount of charges due. Sometimes the bill of lading is sent direct to the customer and simple notification of the fact of the shipment is given the correspondent. In either case, the letter from the shipper will presumably give all necessary details for the correspondent's enlightenment; and by necessary details are meant any conditions of goods peculiar to the particular shipment or any suggestions as to the handling of the customer, etc.—these are all very helpful to the correspondent in handling the work. I say this is usually the first stage. It is if the shipping warehouseman is prompt and up to date.

Occasionally, however, it is the customer who rings us on the telephone, or calls at our office to ask whether we have received their bill of lading. When we are compelled to reply in the negative, immediately the question arises, where is their bill of lading, and after a couple of days have passed by, said customer becomes more and more annoyed at the shipper. Therefore, warehousemen, send your bills of lading out promptly. On the correspondent's part, prompt acknowledgment of the receipt of any letter from the shipper, aside from business efficiency, is no more than common courtesy. This letter should thank them for the shipment and refer to any particular points which they have mentioned such as outstanding charges to be collected or condition of shipment, etc., thereby satisfying the shipper that you have not overlooked these points. Nothing is more annoying, as you all know, than to forward papers to a corresponding warehouse and then to be forced to write two or three times to discover whether the correspondent has received such papers. No matter whether the shipment is expected immediately or not, acknowledge your correspondence promptly. Remarks along this line may seem unnecessary to some of you, but unfortunately they do not seem so from the speaker's experience.

Get in Touch with Customer

At the same time, the correspondent should write, phone or call on the prospective customer. If there is ample time, we usually write, stating that we have the bill of lading, calling their attention to any charges there may be and asking permission to call, at which time, after learning their requirements, we shall be glad to

furnish them with an estimate. We do not quote our rates by letter, relying more on a personal call. At this call, the bill of the shipper is presented and arrangements are made for the payment of the freight if such freight is not prepaid. Ordinarily, the collection of these charges is simple, but once in a while, all of us run up against a customer who does not understand why such collections should be made before the goods have been received by him. We all know his type. He believes he knows his rights and proposes to stand on them. It is often the correspondent's pleasant duty to tactfully persuade him that he is running no risk in paying his charges in advance. Of all things, do not fall back upon your legal right to collect before delivery if it is possible to avoid this. There are several reasons for this. Your legal right is often questionable, and besides that most customers resent a firm's falling back on its legal right to enforce payment.

There may be a case such as we had, where one of our members sent a shipment with a collection of some \$65.00. The shipment was consigned to the order of the shipper, but instead of the endorsement being in blank or to our order, the shipper had endorsed it to the order of the customer. Fortunately, in this case, the customer was not aware of the facts but had we been forced to fall back on our legal right to make the collection, we should have been running a mighty good chance of being guilty of conversion inasmuch as we had no right to take the goods from the railroad on that endorsement. In this case, we put the necessity of collection on the grounds that we were simple agents of the shipper and had practically no discretion in the matter.

Acting as Agents of Shipper

We assured the customer that the shipping concern was a reliable one and that we were confident that any damage that might arise would be settled for by them in case their responsibility was shown. Very few of our warehousemen seem to realize that in handling such procedure, they are representing another concern. There seems to be too much of a tendency among them to satisfy the customer at the expense of the shipping warehouse. The writer thoroughly believes that it is possible to both satisfy the customer and still maintain in the customer's mind a satisfied feeling toward the original shipping warehouse.

In making collections, in the event that the shipment has not come in, it is of course safe to accept a check. In the event that this check is made payable to the shipper, it is hardly necessary to state that same should be certified before being forwarded. In the event that it is not, it is only courteous that the correspondent should forward his own check to the shipper immediately upon having collected from the customer. In the

nection, comes up the point of forwarding shipments collect which was discussed pro and con at the meeting of the Illinois Furniture Warehousemen at Cedar Point. It seemed to be the consensus of opinion of those present as shown by the motion passed, that all charges for packing and shipping and if possible also freight, should be collected before shipment when this is in any way possible.

It is our experience that in a very great majority of cases, these collections can be made. It seems only logical to me that they should be collected. The party doing the work is the best equipped to collect the bill for his own charges and if there is any question or argument as to its size, he can adjust such matter at first hand much more satisfactorily. We thoroughly appreciate, however, that there are cases where the customer must leave town immediately and where the amount of the bill is not ascertainable, and in such cases the charges must go collect. I am very strongly of the opinion that the practice of shipping between warehouses should be furthered as much as possible and I am sure there is no warehouse which would refuse shipments because they were forwarded collect. A delicate point comes up where the customer wishes his furniture stored rather than delivered directly to him. In this case, if the shipment has come forward with charges collect, it is then up to the shipping warehouse to leave the handling of the collection to the correspondent.

Written Acceptance of Charges

In the majority of cases the correspondent will be able to collect the shipping warehouse charges before storing his goods, but in the event that he is not, he should obtain from the customer a written acceptance of these charges to be held as a lien against the storage of the goods. It is of course distinctly up to the correspondent to keep close watch that the value of the goods is not so small as to make the storage of them for any reasonable time together with the collection charges, an amount which could not be collected. In the event that it is not satisfactory to the shipping warehouse to allow the goods to go in storage at the hands of the correspondent without the collection of their charges being made, it seems to me that the shipping warehouse should be explicit in stating this in advance.

This may, of course, result in the correspondent losing the order but will eliminate any question between the two warehouses. The shipping warehouse should be particularly careful in the event that a shipment is sent forward on which collection charges are considerably more than the approximate estimate given. This kind of a proposition places the correspondent in a different situation and a most explicit explanation should be given in order to avoid undue friction. In other words, if possible get the money in advance. If not possible give the correspondent every bit of assistance possible.

We next come to the delivery to the house or to the warehouse or wherever it may be. Primarily, extreme

care should be exercised by the correspondent in checking up such items as freight charges, damages, etc. This will often reveal astonishing conditions. We received recently a shipment which included a piano, the latter on a separate bill of lading. On examining the two bills of lading we felt that the weight was too great on the bill of lading covering the household goods. Upon having the weight verified we discovered that the railroad had included the weight of the piano both on the household goods bill of lading, and on the separate bill of lading. This resulted in a saving of expenses to the customer and a feeling that their interests were really being taken care of. Remember the railroads are extremely careless at times.

Undoubtedly, all of our members give particular instructions to their drivers to look over all pieces when they receive them from the railroad and to receipt for all loose or damaged crates including the contents where such contents are easily shown to be damaged (in a damaged condition). Many of the shipping warehouses are now sending their correspondents itemized lists of the shipments which considerably assists in checking these lots off. In case the furniture is delivered to the warehouse for storage, the condition is again carefully checked over and such condition reported to the customer immediately. Prompt reporting of such damage is of assistance both to the customer and the shipping warehouse. It is then the correspondent's duty to write to the shipper giving the result of the investigation concerning the condition of the shipment. It will relieve the shipper to know that everything has arrived in good shape and if not, he wishes to know details of the condition it has arrived in.

Keeping Track of Damages

In case the goods are taken to the home of the customer and the packers are sent to uncrate, special instructions are issued to them, that if in uncrating, a damaged piece is discovered, that they should carefully investigate the presumable cause of the damage, noting the condition, the number of the crate in which the article was packed, the manner in which it was packed in the crate and if possible, the other contents of such crate. Such report is brought to the office. A representative then should be sent to OK such report and to assist the customer in making a claim against the railroad, if that is the place for same to be made. If not, and the evidence shows the damage to be caused by poor packing, arrange to obtain an estimate for the repairs, but of all things, do not ever allow the packer or the representative to knock the shipper.

The writer appreciates that it is a difficult matter to prevent packers from laying the blame on the shipping warehouse, especially in the event that they make a slip on uncrating and it is for that reason that the representative should be sent to OK the packer's report. If there are only slight scratches and the customer is a particular one, the correspondent often may be called upon to take care of these, thereby insuring the good will

of the customer both to themselves and the shipper. In an ordinary case of this kind, the shipper will undoubtedly be willing to settle the small bill. In writing the shipper give them in the first letter, all the possible details that you can. This will prevent further correspondence and save time. Give them the condition of the pieces, the number of the damaged pieces and the contents of such pieces if possible, your opinion as to the cause of the damage and whether claim has been made against the railroad, also your estimate on the cost of repairs.

Remember, that you are acting as their agent and as such it is up to you to protect their interests as well as to put yourself in good relation to the customer. Sometimes it requires a little extra work. We have found it necessary sometimes to make two or three extra calls on the customer simply to satisfy them and adjust the matter finally. We have found in these cases that the customer has not only been well satisfied but is feeling pleasantly disposed toward the shipper.

In other words, endeavor to treat the customer as well as you should any customer of your own whether or not you are going to do the work for them and do not attempt to shift all of the blame upon the shipper. In the event that you do not think that you are going to obtain the order for handling the shipment, treat the customer with the same courtesy and attention that you should under different circumstances. This may, as all of you probably know, result in your finally obtaining the order and further it is only due to the shipper as you act as their agent, to treat the customer in this wise. In other words, as Mr. Bateman so aptly remarked, it is greatly a question of applying the golden rule.

Vancouver Companies Adopt Standard Scale

A scale of prices commensurate with the costs of doing business and the service rendered has been adopted by the Vancouver, B. C., Transfer & Storagemen's Association, after years of cut-throat competition, and all the members express satisfaction with the new scheme. Contract work is done away with and moving rates are now made by the hour in Vancouver. This tariff has been printed on cards 20 by 27 inches, framed, and hung in the offices of the members of the association. TRANSFER and STORAGE is indebted to W. Dalton of the Vancouver Warehouses, Ltd., for a copy of this tariff, which follows herewith:

RATES FOR MOVING, PACKING AND SHIPPING

3-Horse Padded Car Van and 2 extra men, per hour.....	\$2.25
3-Horse Padded Car Van and 1 extra man, per hour.....	2.00
2-Horse Padded Car Van and 1 extra man, per hour.....	1.50
Time charged from Office to Office.	

PIANO REMOVALS

1 Piano in the following limits, Ground floor.....	\$3.50
Grand Pianos.....	5.00

Burrard Inlet E. to Campbell Avenue E., south to Broadway from Scott Street to Yew and entire West End of the City.

1 Piano outside above area, but within City Limits, Ground floor.....	\$5.00
Grand Pianos.....	7.50

Additional charges as follows:

Straight stairs, per flight.....	.50
If turn in stairs.....	1.00
Outside hoist or derrick.....	7.50
Inside sling.....	5.00
Piano cases.....	4.00
Casing, if case supplied.....	1.00

No additional charge if Power Elevator in house.

STORAGE, GENERAL RATES

Furniture, Fireproof warehouse, per cu. ton.....	\$.60
“ Non-Fireproof per cu. ton.....	.50
Open Rooms:	
3-Horse Padded Car Van Load, 1st month ..	9.00
Subsequent month.....	7.50
2-Horse Padded Car Van Load, 1st month....	6.50
Subsequent month.....	5.00
(If in rooms charge not less than above, charge to be on tonnage rates.)	

Labor, 50 cents per hour.

Loading Freight Car, 50 cents per hour.

RATES FOR PACKING

Labor, per hour.....	\$.60
Burlap, per yard.....	.15
Excelsior, per lb.....	.03
Lumber, per lin. foot.....	.01
Pads, each.....	.03
Sewing Twine, ball or skein.....	.50
Barrels, each.....	.50
Boxes.....	35c. to 1.00
Heavy Paper, per sheet.....	.05
Heavy Twine, per lb.....	.25
Piano Boxes, each.....	4.00
Boxing Piano, each.....	1.00
Piano Boxes, Grand.....	10.00
Boxing same.....	2.25
Machinery, per cubic ton.....	.40
Space rates, per square foot.....	.05
Pianos cased or uncased, per month.....	1.25
Piano houses—Car lots, per month, each.....	1.00

Packers' time from Office to Office.

NO WORK BY CONTRACT

Limiting Liability by Special Contract

The Supreme Court of Oklahoma says that as to interstate shipments, the common law liability of the carrier for the safe carriage of property may be limited by special contract with the shipper, where such contract, being supported by a consideration, is reasonable and fairly entered into by the shipper, and does not attempt to cover losses caused by the negligence or misconduct of the carrier.—St. Louis & S. F. R. R. Co. vs. Wynn, 156 Pac. 346.

The Horse and His Care

The State Veterinarian of Missouri, Dr. Lucky, delivered the following address to the delegates present at the annual meeting of the National Team and Motor Truck Owners' Association at St. Louis, Mo., on June 27:

We often wonder why one driver, or the manager of quite a stable of horses, will have the teams always in good condition, and the horses carrying good flesh, wearing the appearance of comfort, their feet in good condition, their harness fitting well, their shoulders not skinned, and, apparently, while working hard, enjoying the work they do and the service they render, and on the other hand, another driver—we often see it in these small towns—doing the same work, takes a team and his team is always skinned up, sore neck, sore shoulders, bad feet, uncomfortable looking, thin in flesh, and apparently grudgingly doing their service. It is all, I think, in the question of the care of the horse.

Now, those who have been raised in the country, I want you to go back with me for just a minute to that weanling colt, the suckling colt, the most beautiful work of nature, I think, that we have. You see this colt a month or 2 months old. His feed at that age is perfect. When he trots away, every motion is perfection, the very poetry of motion. Nobody who stops to look can help but admire him. His feet are sound, his legs are sound, there isn't a single ache or pain from the bottom of his feet to the top of his back, and you enjoy seeing his manifestation of his comforts or his enjoyment in life. There are a good many things that a horse or a mule goes through with after this stage, before he reaches the age of maturity and falls into the hands of those who are serving mankind in the transfer business.

Overworking a Green Horse

But I will not stop on this. I just want to briefly get at some of the things that happen to the horse after he falls into this heavy, trying service. The first thing is that we are too impatient. We bring a green, soft horse or mule here into the city, accustomed to walking upon soft ground, and the very first thing we do is, in our hurry to get work out of him, give him a little too much work on these hard streets and we get his feet sore. You people really understand what pain is inflicted upon an animal when there is anything wrong with its feet. But a little care and hardening of this animal, and giving it a chance to get used to the hard streets, is very profitable when you look at the final outcome and the service that you will get out of an animal.

The next thing, he wears out his shoes and goes to a blacksmith, and there you will find the worst lot of butchers, as a rule, that there is in the world. I don't think there is anything more incompetently done than shoeing. And the horse's foot is put into bad condition, largely through ignorant work in shoeing. Of course, we know how the foot stands when it is in health. This animal comes from the country. If the feet are cleaned off you will notice upon that foot on the outside, nature has placed there a shining surface, which has a technical name, and which serves the purpose of a paint or varnish; it regulates the moisture of the hoofs. What is the first thing he does when the blacksmith shoes the horse? He takes his rasp and takes that all off. And, after doing that three or four times the horse loses this, and anyone familiar with a horse can see the horse pointing the tail and telling as plain as any human can express it, that there is pain and suffering, largely through the improper care of the foot. If the nails are driven low, a horse had better be shod more often. The foot is level, and if the outside covering is let alone the moisture of the foot will be regulated by nature and it will stand immense wear. Destroy that outside covering, or let a blacksmith do it, which they all do, you immediately start the process of getting the horses' feet in bad condition.

Question of Contagious Diseases

Your next proposition, on bringing these green horses into the city, is the matter of the various contagious diseases the horses are subject to. We can't avoid these to any great extent, but we can in a way. We, the veterinary profession, I mean, are beginning to immunize horses largely against all the diseases, which cause very much damage, that is, the contagious diseases, and I don't think it will be very many years until they make a success of immunizing horses so we will not be delayed in their use by having them go through catarrhal fever and influenza, and various other diseases of minor importance.

The next question is the feeding. We find the carelessness in feeding cuts a big figure in the condition of the horse. Now, there are certain principles—we can't discuss rations in this short time—but there are certain principles that we must keep in mind. First, when the feed is changed. For instance, this time of year, new oats will soon be on the market. When you change to new oats, and leave off your grain tonight and give your horse a full feed of oats tomorrow morning, in all probability you will have a large percentage of your horses affected with colic. Give a little more oats or a little more grain or hay tomorrow on old to new hay or old to new grain. Whenever a change is made, make that change gradual. We find a good many drivers all over the country using that kind of carelessness. You had

better let a horse go one day with a third of his regular food. In the long run he would be better off.

Feed with Relation to Work Performed

The next thing about the feeding is when you are working the animal hard, you have hard work for them and they eat a heavy ration of grain and hay. As long as they are at hard work they will eat this and digest it thoroughly, an enormous quantity of feed. Give it to them when they are working hard. They must have lots of feed. But the minute this work discontinues and these horses are laid off, even one meal before they are laid off, stop this heavy feed. It is not going to be used and you will get the system in a bad condition if you overnourish it when the horse is brought to a standstill. You all know these great big swelled legs—lymphangitis. So, when the horse is laid off, the feed should be cut down for a day or two, at least. Our heavy draft horses, in particular, which are fed full rations, and are laid off for a day or two. You know full well that some of these come out feeling extra good, the next Monday or Tuesday morning, and go for two hundred yards or a quarter of a mile and begin to get stiff. The muscles in the back become contracted and, driving a little too far, they will get down.

That is warded off largely by the feed, and then in the care in taking these horses out. After they have gone through a period of rest, have your drivers instructed that these horses should be watched closely, especially if they feel extra good. That indicates they are in good condition; and order them, if one shows any distemper, to stop him immediately and not try to move him any further. If he tries to lead him back to the barn, he is liable to have trouble, but if he lets him stand absolutely quiet for an hour or two hours, the trouble will pass off and you will save a veterinary bill and probably a good horse.

Spread of Glanders

There is an important principle in regard to the spread of contagious diseases of animals and of human beings. These principles operate the same in the lower animals and the human animal. To illustrate that underlying principle of contagion, we had, a few years ago, an extensive outbreak of glanders among horses. To be brief, the dealers there sold an immense number of horses for the South African War, and at that time we were accustomed to all the horses going through the Stock Yards, having catarrhal fever, which sometimes presented the features of glanders very much. And when they recovered they were given to a horse trader to trade out in Kansas City.

It finally went on until the glanders spread in Kansas City, and we picked up horses fifteen miles in the country infected with glanders. The horses from the country came to town and watered at the tank with other horses and developed glanders. We had a great deal of trouble. We fought that thing along for 7 years and we found out that these circular water troughs where horses

gathered together with their noses touching—we now and then picked up a glandered horse that had just finished blowing and spraying another horse with infection—and we tried for several years and finally got the city to abandon that particular class of water trough. Now, you see these tanks eighteen feet across. Horses may come up on one side without affecting the horses on the other side with glanders. Now, you take a six or eight-foot tank and the horses come up there and their noses are almost touching and the horses infect each other. We couldn't do a thing with glanders as long as that tank was in use.

Effect of Sanitary Watering Stations

The veterinarians in Kansas City—the teamsters first opposed our efforts to put in a sanitary watering apparatus, but later the teamsters saw the light and got in with the veterinarians and they succeeded in putting in the principle of the individual drinking cups from the hydrant along the sidewalks. An ordinance was passed, requiring the users to carry a bucket and water the horses, and when that was put in we had averaged at least five hundred cases of glanders a year in Kansas City, until this was installed. After that, the cases ran down until last year there were only two, and this year so far we have had none. The results are unmistakable, because we closed those tanks at various times and the glanders would run down, and when they were opened the cases would run up. And we tried it year after year for some 7 or 8 years, and the conclusions that we drew there were drawn from thorough trials.

Now, one important lesson that we learned that you probably have not thought about—I don't care whether you run a truck or horse, every man ought to know about this, because as long as we live we will have use for horses and you all ought to admire and sympathize with horses. Before this individual watering bucket came into vogue we found that teamsters would drive quite a distance out and, probably, give the horses a good feed of oats or grain and get back to town with the horses fairly thirsty and, on hot days, they would drive up—a lazy driver—to a tank full of water and the horses gorge themselves, and as an actual fact—as Doctor Bird, of Kansas City, can testify—when those tanks were in use the veterinarians throughout the hot summer months had, it seems, no rest. They had these obstinate cases of colic. So many of them that they had hardly time to sleep.

Other Advantages of Bucket System

Since the little hydrant has been put on the edge of the sidewalk the bucket is used to water a team of horses. The driver gets down and no man is so heartless as to not sympathize with a very thirsty horse. He draws a bucket of water and as he is watering the first horse the other is begging so for water that before the first horse has drunk the bucketful he stops and gives the other horse the balance and by the time he gets the other bucket drawn and goes through that process he gives

the horses a gradual watering and does not overgorge them with water. And the hydrant in that respect has caused the decrease in cases of colic and indigestion in Kansas City, as much as a half and sometimes as high as seventy-five per cent. Just that one little idea. So you can think of that and make a practical lesson out of it.

Now, in conclusion, the veterinarians of Kansas City, the association, devised and drew the plans and the models and paid for them, getting up this little sketch of a hydrant, which is in general use there. Now, the team owners of Kansas City have gone to work and prepared blue prints from which all these or more can be built, and they have had them printed and they are here today in rolls to distribute to anybody who wants to make use of this idea. There is nobody attempting to make any money out of it, it is donated to the good of the horse and to the owners of horses.

Walton Opens Discussion

Delegate Walton: I have had some experience as to horses going down after they had been in the stable 2 or 3 days, and always during cold weather. If I lay a horse up for 2 days, in some instances, when he goes out he becomes partially paralyzed and gets down. But he afterwards gets over it. I would like to know if the doctor has had experience of that kind.

Dr. Lucky: Well, it is not possible for me to make that matter clear. I don't exactly understand what condition he had. Probably a light attack of the asturia and it is not best to take those things up without taking entirely too much time in trying to answer.

I was going to say, the Chairman called my attention to the fact that you had a good deal of stomach staggers, they call it, horses having what we often call "blind staggers," showing nervous symptoms, walking against the wall, sometimes appearing blind and slipping, and walking against the barn door. We are beginning to think that a great deal of that trouble is due to some sort of mould on feed, and it is not a specific infection of the brain or spinal cord, at least in a large percentage of the cases, as we formerly thought. I am satisfied that various moulds that are on feed, corn that is moulded or hay, or oats, produce a chemical of some kind in the digestive tract, which is absorbed and causes this reaction upon the nerve centers, producing all kinds of staggers, irregular gait and loss of their sense.

Delegate Moore: If I am not out of order, through you I would like to ask the Doctor if he can give us any idea or have someone that can give us some idea of the cost of one of these hydrants.

Dr. Lucky: Dr. Bird can probably give that better than I can.

Dr. Bird: Mr. President, the cost is very small. The

metal part—there in the city the Pryor Foundry furnish them to the city for \$12 or \$15. Then, the water department builds a pit and that is walled up and connected. The contractors are willing to put them in, everything furnished, for \$25 a piece. That is in Kansas City, Mo. As the doctor explained to you, the blue prints are gotten up to be mailed and those that would like the pattern can buy them instead of going to the expense of having a pattern maker make a pattern from the blue print. If they want to experiment, of course, they could write to the Kansas City Team and Motor Truck Owners' Association, and the association will be glad to furnish them for \$15 and they could experiment with the one. If they like it they can use the blue print and make their own.

The Canadian Storage and Transfer Directory

TRANSFER and STORAGE acknowledges receipt of a copy of the 1916 (first) edition of the Canadian Storage & Transfer Directory, published by R. F. Wrigley, 56 Agnes Street, Toronto, Ont. This book is bound in cloth and contains 286 pages. In addition to the names of transfer and storage companies in Canada, the United States and Great Britain, the book contains particulars regarding the Canadian Warehousemen's Association, with a list of the members of that organization, a storage rate guide covering both household goods and merchandise and Canadian Customs Regulations. An index of Canadian manufacturers is also given.

The transfer and storage firms of Canada are indexed alphabetically under the names of their respective cities, which are in turn listed under their proper provinces. Particulars of railroad connections, geographical location, banks and population are given covering each Canadian city listed. No particulars are given regarding the size, responsibility, or work performed by the transfer and storage companies, however.

In the section devoted to the United States the transfer and storage companies are listed under the names of their respective cities without regard to states. This handsomely bound utility sells for \$3.00 per copy.

Initial Carrier Responsibility

A decision by the Maine courts is to the effect that where there are several connecting carriers, the question whether the liability of the first carrier extends beyond its own line depends upon whether it has assumed or held itself out to the public as responsible beyond its own lines; by holding itself out as being such, an initial carrier may assume the liability to deliver beyond its own line, though it has no actual arrangement with the connecting lines, its liability in such case resting upon the express or implied contract.—*Ross et al. vs. Maine Cent. R. R. Co.*, 96 Atlantic 224.

Relations Between the Transfer Company and the Storage Warehouse

In response to letters sent out by TRANSFER and STORAGE the following opinions have been received from representative warehouses throughout the country on the subject of the relations between the transfer company and the merchandise storage warehouse. The subject pertains to the outside transfer company, calling at a merchandise warehouse for goods belonging to a customer of the warehouse:

Terminal Warehouse Company of Rhode Island, Inc., Providence, R. I.—While interested in anything that will promote a better understanding between ourselves and any other party with which we may have business relations, are obliged to confess that we have nothing new to suggest in the particular condition you mention.

The reason for this is that our consignments are in almost every case of large proportions and necessitate the use of railroad equipment thus making our dealings with transfer men of a negligible quantity.

Whatever transfer business we have carried on during our experience as warehousemen with outside teamers has been uniformly free from any friction or controversy, due in a measure to maintaining an ample force of competent, courteous employees that are impressed with the belief that every man's business is of paramount importance and deserves the consideration from them that they have a right also to expect.—C.L.F.

Relations Most Congenial

The General Cartage and Storage Co., Cleveland, Ohio.—Replying to your communication of the 12th inst. in which you ask for an expression regarding the relation between transfermen and warehousemen, beg to advise that I am sure that our relations as far as Cleveland is concerned, are most congenial.

We realize that in our storage department teams bringing freight to us and taking delivery from us expect prompt delivery. We always make it a point to load customers' teams with as little delay as possible, realizing that loss of time waiting for loading and unloading means dollars and cents to the owner. It is extremely important to warehousemen, in order to make their warehouse popular, to give prompt delivery service. The interests of the truckmen and warehousemen are practically similar and they should work hand in hand for the good of each other; both have favors to grant and favors to ask and for this reason usually work together.—A. H. Greeley.

Union Storage Co., Pittsburgh, Pa.—In response to your letter of the 12th inst. regarding the subject of "Relations Between the Transfer Man and the Storage Warehouseman," I beg to say that the "transfer" man could probably explain this more fluently than I can. I think upon the whole the relations between the transfer

companies and the writer's company have been reasonably good and pleasant, while at times, we, like others, have a large number of teams calling for goods and all wanting them at the same time and consequently at times have some friction develop, we have sacrificed a good bit in the way of extra clerical and warehouse labor in order to insure the greatest promptness possible in the delivery of goods and have uniformly followed the practice of "first come first served" and playing no favorites, as at such times our own teams have to take their proper turn and there is no exception whatever allowed to this rule, except that some times it may be possible to make a small delivery which will let somebody out without prejudice to those who may be ahead.

Good System of Accounting Important

The most important thing, I think, is for the warehouseman to have a good system of accounting which will enable him to promptly approve the order, locate the goods, and then play no favorites. A little assistance to the teamster at the warehouse door is frequently needed and often saves a great deal of time for others who may be waiting. It seems to me where these things are carried out properly that the relations between the warehouseman and the transfer man ought to be and will be pleasant.—C. L. Criss.

Indianapolis Warehouse Co., Inc., Indianapolis, Ind.—Replying to your inquiry of June 12, as to "Relations between the transfer man and the storage warehouseman," our delivery dock foreman says: "No one treatment will do. Let the first one think he is having his own way, jolly up the second, call down the bluffer and keep the manager posted on all real trouble and delay." This mode of handling the teamsters from our customers seems to be working out admirably for us, as we are having really no trouble at all.—F. A. Todd.

Baltimore Fidelity Warehouse Co., Baltimore, Md.—There is no doubt that the question affecting the relation of the warehouseman to transfermen is one of intense importance.

The warehouse owner and the owner of teams or motor trucks have little difficulty in arranging a basis of operation on mutually advantageous terms, but it is difficult to secure the kind of co-operation by delivery and receiving clerks and drivers which will eliminate friction.

Duty of Employers

As long as the human element enters into the handling of freight there will be dissensions arising from the great variety of temperaments and dispositions, but if the warehouseman and team owner will both make it clear to their employees that there is a friendly feeling among the heads of the concerns these employees will, in most

cases, absorb the same spirit, and helpful co-operation will result.

The natural disposition of the warehouseman is to receive from and deliver to transfermen at as little cost as possible while the transferman's idea of economy also involves saving operating cost wherever possible, but there is a point where saving fails to be economy and this is the point which both warehousemen and transfermen must find and at which they must join forces for mutual benefit.—T. E. Witters.

The Haslett Warehouse Co., San Francisco, Cal.—In reply to your favor of the 12th inst., in the matter of the "Relations between the Transferman and the Storage Warehouseman," would say that nearly all the business handled by us is done with the draymen employed by our customers.

Satisfied Drayman Means Satisfied Customer

It has been our experience that a satisfied drayman is a great help towards keeping a customer satisfied, and, therefore, all of our staff are instructed to use every effort to facilitate the movement of the teams loading and unloading at the warehouses, and to give the drivers every accommodation which they are entitled to.

We are pleased to say that we have always been able to establish very cordial relations with the draymen handling merchandise to and from our warehouses.—S. M. Haslett.

The McPheeters Warehouse Co., St. Louis, Mo.—The warehouseman should have a large platform in front and in rear of the warehouse so as to accommodate the loading and unloading of wagon freight, so there will not be a delay.

They should have Number-one help to load and unload so as not to keep the teams waiting at warehouse. A great deal of trouble originates right here when you cannot handle the business in this manner, you have the teamsters complaining and it does not help your business, it is a detriment, and this can be avoided by having freight that moves quickly stored in a convenient place so as not to cause congestion.

Proper Orders Save Time

Lots of time can be saved by the teamsters getting the proper orders. Some have to phone and waste a great deal of time. When the teamster is followed up, to delay matters he uses the phone and complains that he has to wait until the teams are waited on ahead of him, and two to one, he has not got the proper order, or it is for some other warehouse.

The warehouse should adopt a careful system in counting what they receive and deliver to wagons so as not to have a dispute of any kind with the driver, and it is his fault if he is careless in signing for something he does not get.

The warehouse is a great help, when the driver is on the way and his house notifies the warehouse to get certain freight ready and in this way saves a great deal of time. We are also called upon to notify the driver to

phone the house so that he can get a memorandum of calls to go elsewhere.

Without plenty of platform space there is always a delay. Some time ago a teamster called at a certain warehouse and asked how long it would be before he could get a load, and they told him to come back in the afternoon. This method of delay should be avoided.

In conclusion would say that the best method to adopt, especially when you have teamsters to handle is to be friendly, and in this way a great deal of work can be accomplished both for the warehouse and also for the teamster boss.—John C. Crothers.



An Improved Feed Bag

A feed bag for horses that seems to meet the most exacting requirement of the humanitarian has been devised by George W. Waddell, of Wilkes-Barre, Pa. The bag is made of canvas, fitted over a steel frame, and fastens to the base of the collar with snaps. A supporting rope, attached to the outer edge of the bag, is hung over the hames. The horse is free at all times to move its head about and gets plenty of air. The bag can be easily cleaned and repaired, and when not in use folds up flat and can be placed under the seat. It can also be used for watering horses. The bag is a great improvement over the old unsanitary style of feed bag that has to be tossed about to get all of the oats.—*The National Humane Review.*

Awards Damages for Warehoused Goods Destroyed

In the District Court of Appeals, Second Appellate District, State of California,

John G. Lynch, et al., plaintiffs and respondents, vs. Bekins Van & Storage Co., a corporation, defendant and appellant. Civil No. 1982.

Filed July 7, 1916.

Appeal from Superior Court of Los Angeles County, Frank G. Finlayson, Judge.

For appellant: Collier & Clark; Jones & Evans.

For respondents: Williams, Goudge & Chandler.

Plaintiffs in this case were awarded judgment for the sum of \$11,376 as the value of certain household goods, antique articles, bric-a-brac, etc., which had been delivered into the charge of defendant as a warehouse-keeper. The merchandise had been transported from an eastern point to Los Angeles by a corporation conducted as an adjunct to the defendant, although separate in its operation and management. On the arrival of the merchandise in Los Angeles plaintiffs visited the office of the defendant and there, through the agent of defendant, arranged for the storage of the goods.

Particulars of Case

The merchandise was taken in charge by the defendant and stored in a warehouse near the railway station, but before a receipt therefore had been delivered to the plaintiffs a fire occurred which destroyed the warehouse and its contents, including the property of plaintiffs. The warehouse in which the property was stored, as has already appeared, was not fireproof. Plaintiffs in suing to recover the value of their property alleged that an express contract had been made with them, first, that the storage should be in a fireproof warehouse; second, that irrespective of the express verbal contract, defendant had by numerous advertisements which had come to the attention of plaintiffs, represented that the storage furnished by it was fireproof, and that the plaintiffs relied upon such representations; and nothing having been said by any agent of the defendant to the contrary, by the storage of the goods with defendant plaintiffs contend that an implied contract arose that the merchandise was to be protected in a fireproof building. Both of these contentions were sustained by the trial judge, although the further claim that the fire occurred through the negligence of the defendant was decided against the plaintiffs. An appeal was taken from the judgment.

The trial judge having determined that there was an express contract for the furnishing of fireproof storage and the record disclosing evidence amply sufficient to sustain that finding, the judgment should be affirmed unless alleged errors pointed out in the admission and rejection of testimony are found to be meritorious. We think it unnecessary to go into any discussion of the

question as to whether the implied contract arose by reason of the printed representations made by defendant as to the character of storage furnished by it. On the part of the plaintiffs the testimony showed that when the order was given to the defendant to store the goods of the plaintiffs, inquiry was made on the part of the plaintiffs of the person in charge of defendant's office as to whether the storage would be "fireproof"; to which the defendant's agent replied, "Oh, yes." The plaintiffs were strangers in the city of Los Angeles and were not acquainted with the buildings used by the defendant for warehouse purposes. It seems that the defendant had a fireproof storehouse under its control, which was at a greater distance from the railroad tracks than the non-fireproof building in which the goods were stored. It is admitted that the defendant was able to and could furnish, when required, storage which by reason of the character of the building would furnish absolute protection against fire. The admission of evidence showing representations by advertisements and printed matter, to the effect that the defendant had at its disposal fireproof warehouses and offered to customers to furnish storage of that kind, was without error, as it tended to corroborate the evidence given by plaintiffs as to the express contract made and found by the court. That it also tended to furnish a basis for an implied contract we need not discuss for the reasons already given.

It is claimed on the part of appellant that the court erred in rejecting the evidence of an entry made in the defendant's order book at the time of the giving of the order. This entry was made by the agent of defendant and it was offered as corroborative evidence tending to sustain defendant's contention that the contract was for non-fireproof storage. It was not claimed that the plaintiffs saw this entry or had any knowledge thereof at the time the transaction was closed. Such a declaration would be purely self-serving and incompetent to be introduced in evidence. It was not claimed that defendant's agent, when she testified, needed to refer to the order as a memorandum refreshing her recollection, for she testified very positively that nothing was said in the conversation to the effect that the storage should be fireproof.

Difference in Rates

It is claimed again that the court erred in rejecting evidence as to the difference between the prices charged by the defendant for fireproof and non-fireproof storage. It is not contended that any knowledge of such difference had been conveyed to the plaintiffs prior to the making of the contract for storage, and, so far as they were concerned, this practice or habit of the defendant was a secret matter which could not in any way affect the con-

tract. Defendant was allowed to show by its employee that the charge as made against the plaintiffs for the storage of their goods was a charge customarily made by it for non-fireproof storage. This evidence was no doubt considered by the trial judge in making up his conclusion of fact as to the existence of the express contract, the correctness of which conclusion we have no right to here consider—it must be deemed to be the fact.

There was no error committed by the court in rejecting evidence offered by the defendant to prove a general custom among warehousemen to insert in warehouse receipts a provision limiting their liability for loss by fire to \$50 per package, or a custom of refusing to accept antiques and jewelry of great value. Such a custom undisclosed to plaintiffs, as it was, could not have been considered to their detriment in the trial of the issues presented. There is no claim that there was any misrepresentation made by the plaintiffs as to the character of their goods or that they refused upon demand to truly state that character. It is also contended that as to some of the evidence of representations by advertisements, there was no proof that the plaintiffs saw or relied upon such statements, and that the court for that reason should not have received the evidence. The evidence objected to under this head consisted of a calendar upon which was printed an advertisement that defendant was able to provide fireproof storage.

Conclusion of Express Contract

It was objected that as the plaintiffs had not seen this calendar at the time they gave their order for storage, it furnished no evidence in support of their cause of action because they could not have relied upon such representations. The trial judge limited the effect of this evidence and admitted it for a proper purpose when he said: "They cannot claim that they relied upon the advertisement unless they saw it. They did not see it. They are not offering this in evidence to prove that they relied upon this, but to show that at that time the person representing the company with whom they were dealing knew that her company advertised that it had a fireproof building. That being so, there being one fireproof building and one that was not, it may legitimately be argued that if nothing was said about it being a fireproof building, she would naturally have said, 'We have one which is fireproof and one which is not; which do you want?'"

On the other hand, if the plaintiff did contract for a fireproof building, there would be no occasion for saying that, or for calling their attention to the fact that there was one fireproof building and one which was not, because if they had contracted for it and this witness knew it, she would either order the goods to be sent to the building which was fireproof or else notify them of not doing so. In other words, the advertisement of the fireproof warehouse is a circumstance that has some tendency to contradict her present testimony, to show that her

recollection is not accurate; that is, that there is to some extent an inconsistency between her saying that there was no contract for a fireproof warehouse, and her knowledge that there was an advertisement that there was a fireproof warehouse. Mr. Collier: (for the defendant) I see the purpose which the court presents. The Court: That is the purpose for which it may be admitted. I presume that is the reason running through counsel's mind."

The brevity of this opinion may not seem commensurate with the voluminous record and briefs as filed in this cause, but to our minds the appeal is entitled to no more extended consideration than has been given to it. The trial court by its determination that an express contract had been made for fireproof storage, determined the whole case, except as the defendant might be able to show that there was error committed at the trial. We think that none of the contentions for error are of merit, and that the judgment should be affirmed.

The judgment is affirmed.

JAMES, J.

We concur: Conrey, P. J.; Shaw, J.

Declaration of Value Clause

The courts have held that the "Limit of responsibility" clause now used by many van owners on their removal blanks, is worthless and under this ruling van owners have no protection in using same. With this in mind a committee was appointed to draft a clause that would meet legal requirements and offer the protection that is necessary.

With the aid of counsel the following was drawn, and presented to our Association at its last meeting:

"The owner of the goods declares that the value in case of loss or damage for each or any piece of package and contents thereof, does not exceed \$50.00.

"The owner has the option of paying a higher rate, without limitation as to value in case of loss or damage from causes which would make the Company liable, but agrees to the specified valuation named in case of loss or damage, from causes which would make the company liable because of the lower rate thereby accorded."

The above clause has stood the test of the highest court in the state and met with favorable comment in rendering its unanimous decision.

Adopt the foregoing and be protected in times of stress.—*Van Owner.*

When Carrier is Liable

The Supreme Court of South Carolina holds that where an express company, shipping a piano, delayed it in such a manner that a person of ordinary reason and prudence would have said it was a reckless disregard of the shipper's rights, the company was liable for punitive damages.—*Piero vs. Southern Express Co.*, 88 S. E. 269.

Defeating the Moving Ordinance in Milwaukee

In the early part of 1916, the Common Council of Milwaukee passed an ordinance, requiring every driver of a dray or express wagon to be licensed, prohibiting any one not licensed from driving a dray or express wagon, confining each licensed person to a particular wagon, prohibiting him from driving any other wagon, even for the same employer, and requiring all expressmen and draymen to make weekly reports to the city clerk, of all moving and transferring done by them. Of course, it was plainly evident what interests were behind this ordinance. These interests managed "to put one over" the expressmen and draymen, when they were off their guard.

The amount of extra labor and trouble imposed by this ordinance upon the parties affected, some two hundred and sixty in number, was perfectly evident. They concluded that there was no call for this ordinance and no reason why this extra burden should be imposed upon them. Their first step was to resist its enforcement by attacking it in the courts. The expressmen and draymen selected one of their number to bring an action restraining the city of Milwaukee, and its officers, from enforcing the ordinance on the ground that it was unconstitutional. The action was brought and a temporary injunction obtained. The defendants interposed a demurrer to the plaintiff's complaint. They then made a motion to vacate the temporary injunction. On the hearing of this motion to vacate the injunction the whole question of the constitutionality of the ordinance was thrashed out. This resulted in the trial court holding the ordinance valid, on various grounds, particularly on the ground that it was within the power of the common council of the city of Milwaukee to pass such an ordinance. At this point the draymen and expressmen were strictly "up against it." An appeal from the judgment of the trial court to the Supreme Court was open to them; but that would be costly, and the results extremely uncertain. What best to do next, of course, was the serious question. Something had to be done quickly, or else the draymen and expressmen would find themselves trotting to the office of the clerk of police court, and paying over their daily earnings to him in fines and penalties for no other reason than their refusal to become gratuitous "dead-beat" chasers.

Transfer Interests Get Together

The expressmen and draymen thereupon held a meeting and called in F. H. Gugel, of the law firm of Gugel & Kline. After debating the situation pro and con, it was decided to hold a second meeting and try to get as large an attendance as possible, in order to get the sentiments of as many of the designed bearers of other people's burdens as possible. In the meantime the evident injustice of this ordinance had been brought to the attention of some of the city aldermen. Upon the suggestion of W. F. Coakley, of the firm of Coakley Bros.

Fireproof Storage Co., the advisability of inaugurating a campaign for the repeal of this vicious ordinance was considered and adopted by those present at the meeting. Alderman John Koerner, who is endowed with a liberal quantity of the sense of justice, introduced an ordinance purposing to repeal the objectional ordinance. The fight was now on between the beneficiaries and the burdened.

The matter was laid before the aldermen and their sense of justice appealed to. The fight came up before the committee of the common council having the repealing ordinance in charge. Several meetings of the draymen and expressmen were held at the office of Coakley Bros. (both of whom did valiant service) and the campaign mapped out under the direction of attorney Gugel. On the hearing before the committee, having the ordinance in charge, the draymen and expressmen appeared in full force, as also that part of the business community whose business needed gratuitous "dead-beat" chasers. But it was perfectly evident from the beginning that the so-called moving ordinance did not meet with the committee's sense of justice, nor that of any member thereof. The hearing was laid over for two weeks for further consideration, at the end of which time all concerned, except the parties directly benefitted, were thoroughly convinced of the vicious, unjust and impractical character of the so-called moving ordinance. The committee unanimously recommended the passage of the repealing ordinance and the common council passed it with equal unanimity.

Thus ended the life and career of this so-called moving ordinance in the city of Milwaukee. The expressmen and draymen, of course, are happy. The writer is convinced that no common council could be found in the United States which would sanction an ordinance of this character if its viciousness and injustice are properly laid before it and brought to its attention. Much may be accomplished by litigation; but there are many things that legislators, in framing a piece of legislation, may take into consideration, that courts cannot consider in passing upon the law's constitutionality. Foolish laws are not necessarily unconstitutional; they can be gotten rid of best through the channels which created them.

The Pacific Coast Strike

Secretary of Labor Wilson has at last given a sign that he is not altogether blind to the faults of which labor sometimes is guilty. The Pacific Coast longshoremen agreed last December, at the end of conciliation proceedings, that they would not strike again without 60 days' written notice. Nevertheless they struck a few days ago, and Secretary Wilson telegraphed them:

"No union can long exert an influence for good which deliberately violates its contract for temporary gain. Where the honor and integrity of any union can be justly assailed on the grounds of bad

faith, a serious injury is done to the future welfare of the wage workers everywhere, either union or non-union. The average workingman has little else to lose than his honor and integrity. When that is gone he is in a sorry plight indeed."

Accordingly, the secretary asked them to return to work, pending negotiations for the accomplishment of the objects of their present strike. Those were the faithful words of a friend, but they were met by a refusal. The strikers argued that they were not seeking to amend the agreement against which they were striking. They had canceled it. It was reported by telegraph that the strikers had carried their point. The employers surrendered, and will concede all demands pending arbitration of the issues.

It is a dangerous victory. The turn of the wheel will not always give the men the advantage, and the employers whom they have betrayed will not feel the full force of an obligation which binds but one side. Besides, the breach of the old arbitration goes on the record, and the new arbitrators can hardly take as favorable a view as they would have if the old arbitration had been observed.—*Exchange*.

New Methods for Handling Freight

The three methods of handling cargoes of goods stored in the municipal warehouse now being built by the city of San Pedro, at the outer harbor, will make it one of the most perfectly equipped buildings of its kind in the world, according to the opinions of architects. Whereas it is customary in most warehouses to take stored goods out in the manner they were put in, the municipal warehouse will have an unloading method that will be much quicker than is usually found in buildings of this kind.

One way to enter goods will be to have heavy trucks from the ships run alongside the building, whence their

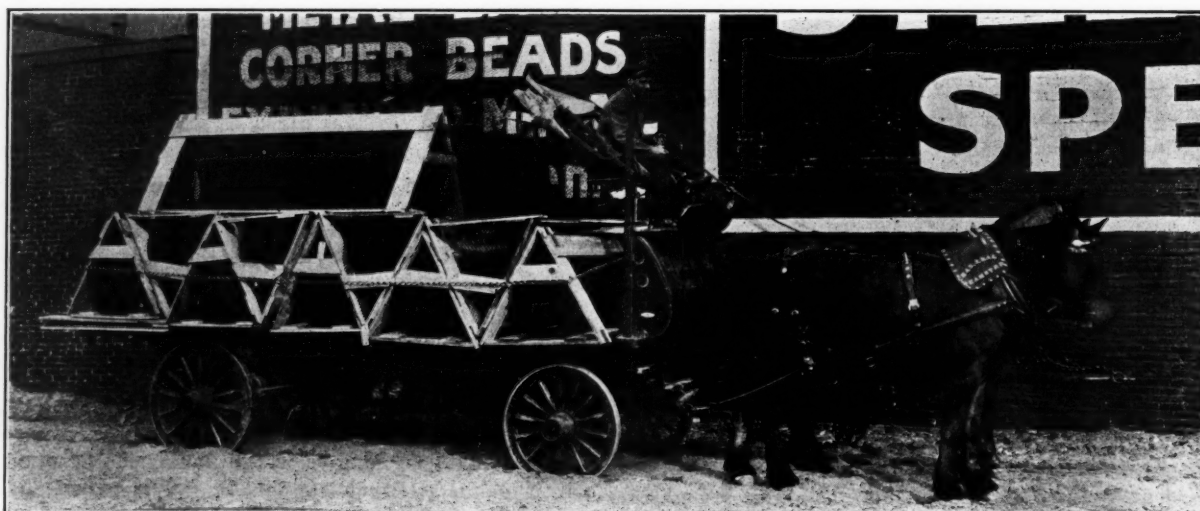
loads will be lifted to the proper floors by whip hoists. Another way will be to run the trucks themselves into the building onto heavy elevators which will lift the truck and its load to the proper floor. When it comes to emptying the warehouse, however, another method can be employed that will give much more speed than either of the foregoing.

Great spiral chutes are to be made down which will be shot the loads of heavy boxes and bales to waiting trucks. This system has been employed in the east a great deal for handling light boxes and packages, but never before on so large a scale as it will be used in the municipal warehouse at San Pedro. The excellent facilities to be installed in this warehouse have brought requests for floor space from many eastern concerns and it is expected that by the time the structure is completed the eleven acres of space will all have been contracted for.

Bennett Head of Trenton Team Owners

The Mercer County (N. J.) Team Owners' Association has been reorganized and is planning for a busy season. Samuel Bennett is the new president of the organization. Edward W. Daymond was chosen vice president; William S. D'Arcy, secretary and treasurer, and John Lehner, sergeant-at-arms.

In connection with the reorganization, trustees were also chosen and committees named. The trustees include Joseph Taylor, Joseph O. Rickey, Harry H. Weller, Fred W. Petry, Jr., and Martin L. Ross. The executive committee is made up of Joseph Taylor, A. B. Whelan, David W. Sipler, Charles J. Cunningham and Samuel Bennett; finance committee, Charles J. Cunningham, Edward W. Daymond and Edward McCardell; rooms committee, Joseph O. Rickey, Fred W. Petry, Jr., and Harry H. Weller.



Typical Camden, N. J., Freight Wagon As Used by C. J. Ball

George H. Shephard of Pioneer Dies

George H. Shephard, for 20 years general manager for the Pioneer Fireproof Storage Warehouses, Brooklyn, N. Y., died at his summer home at Northport, L. I., on Saturday, July 22, after a short illness. However, Mr. Shephard had experienced considerable illness during the past year, having been absent from his desk from October, 1915, to the latter part of January, 1916.

Mr. Shephard was just 50 years of age, having been born in Brooklyn on July 16, 1866. Previous to his connection with the Pioneer Warehouses, Mr. Shephard acted as superintendent for the storage business of Smith, Gray & Co., of Brooklyn, which conducted their storage business under the name of the Fulton & Flatbush Storage Co. Mr. Shephard held this post for 12 years before joining the Pioneer organization, making his association with the furniture moving and storage business extend over a period of 32 years.

An Organization Man

Mr. Shephard was well and widely known among the warehouse fraternity, being a member of the Board of Directors of the New York Furniture Warehousemen's Association, a member of the Illinois Association, and of the American Warehousemen's Association. He was also president of the Brooklyn Van Owners' Association, an office which he had held for the past 3 years. At the time the Uniform Warehouse Receipts Act was passed Mr. Shephard was a member of the committee which standardized the warehouse receipt form.

In addition to his affiliations with the various warehouse organizations, Mr. Shephard was a member of the New York Traffic Club, the New York Merchants' Association and was president of the Fulton Street Merchants' Association of Brooklyn.

Mr. Shephard was a rare example of the old school of furniture warehousemen. His knowledge of the business was gained at the bottom, and this knowledge, coupled with the ability to apply it in an executive capacity, makes his loss a deep one to the Pioneer Warehouses, to the community in which he lived and to the warehouse industry at large.

Made the Pioneer Plant Possible

When Mr. Shephard joined the Pioneer organization the business was being carried on in a small building whose street front was only one story high. Now the Pioneer Warehouses have a greater cubic foot capacity than any other single warehouse building devoted solely to household goods. The capacity of the warehouse was multiplied fifteen times in as many years under his direction.

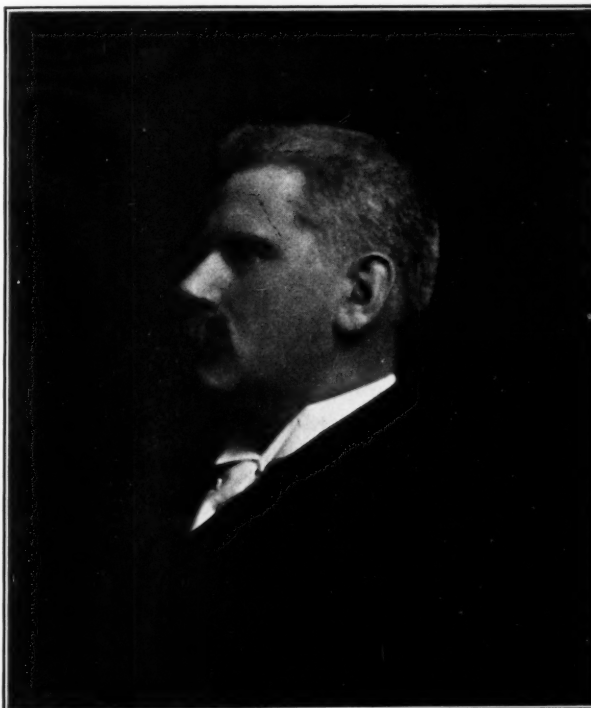
In 1911 the Pioneer Warehouses purchased their first motor van—a three-ton Packard, and one of the

first motor vans used in either New York City or Brooklyn. At the present time the Pioneer fleet of motor vehicles consists of eleven three-ton gasoline vehicles and fourteen two-ton electric machines, which is doubtless the largest fleet of motor vehicles used in the household goods moving business in the United States. In addition to this equipment the Pioneer company retains six of its horse vans for which it rents horses as needed.

Although much of the credit for the growth of the Pioneer company belongs to Mr. Shephard, one never heard him boast of the success he had achieved, and it was not always evident on the surface of things that Mr. Shephard was behind an activity of the Pioneer company or of any of the organizations of which he was a member. For Mr. Shephard worked quietly, and no one ever knew what new plan was in his mind until the results themselves were there to show what he had been thinking and quietly doing.

Moved Three Billion Dollars

Two of the biggest ideas upon which the Pioneer organization rests are traceable to Mr. Shephard. The first is the large moving fleet with which a specialty of big moving jobs is made, and the second is the storage of office records. One of the biggest moving



George H. Shephard, Who Was Manager for the Pioneer Warehouses of Brooklyn.

jobs ever put through, and without doubt the biggest from the standpoint of the value of the goods moved, was that performed under the direction of Mr. Shephard when, after the fire that destroyed the building of the Equitable Life Insurance Co. in New York City, \$3,000,000,000 in negotiable securities were transferred from the Equitable vaults to safer quarters. It was this same Equitable fire which gave the Pioneer the idea of record storage where fire cannot reach it.

Another big moving job performed under Mr. Shephard's supervision was the moving of the General Accident Assurance Corporation from New York City to Philadelphia by motor van, in which upwards of fifty van loads were moved. Another big undertaking was the moving of ninety carloads of furniture into the new Brooklyn branch of the Y. M. C. A., where the Pioneer employees put all the furniture in place.

Believed in Organized Labor

Mr. Shephard was a conservative in business, but a wise conservative. He was a strong believer in motor transportation, and also a believer in organized labor in the moving business. He based his belief in organized labor on the uniformity of the wage scale resulting from unionization, and on the education of the men through organization into better workers. He was also a strong advocate of the hourly basis for household removals. Physically, doubtless, Mr. Shephard was the biggest man in the transfer and storage business, being six feet and eight inches in height and weighing 320 pounds.

Mr. Shephard leaves a widow and four sons, only one of whom, however, is connected with the storage business. George F. Shephard is traffic manager for the Pioneer warehouses.

The funeral was held from the Baptist Temple in Brooklyn on July 24. Many local warehouse friends of Mr. Shephard were present to pay their last respects, among them Walter C. Reid, manager for the Lincoln Safe Deposit Co. of New York City, president of the New York Furniture Warehousemen's Association and treasurer of the American Warehousemen's Association. Among the numerous telegrams received by the family, expressive of sympathy in their loss, was one from F. L. Bateman, of Chicago, head of the Trans-Continental Freight Co. and president of the Illinois Furniture Warehousemen's Association.

Quarantine New York Horses

On account of a serious increase in the ravages of glanders among horses and mules, the State Department of Agriculture has announced a quarantine of all such animals for Greater New York and the counties of Westchester, Rockland, Nassau and Suffolk. Their transportation either into or out of this territory is barred unless their owners present satisfactory creden-

tials that the animals are free of the disease or submit them to a proper test. The order also applies to transportation out of New York City to the rest of the quarantined district.

The quarantine is especially directed, it was stated, against equine animals coming in over New Jersey ferries. A quarantine has been in force for 2 years against this section in the rest of the State and it is the hope of the Department, by barring out infected animals consigned here from other States, and eradicating the disease locally to lift the up-State quarantine. Animals in transit through New York are not affected by the order.

The campaign against the malady has been costing the State \$300,000 a year.

Shippers Storing More Cotton at New Bedford

A development in the cotton business at New Bedford, Mass., which has been a subject of considerable comment and speculation this season, is the increasing amount of Southern shippers' unsold cotton stored in this city pending its sale to the mills. The disposition of shippers to send cotton here before selling it was manifested even before the European war started, but the war has given this practice a great impetus, with the result that at present it is estimated that there are 25,000 more bales of unsold cotton stored here than there used to be at this time of the year previous to 2 or 3 years ago.

Brokers and dealers whose views on this subject have been sought say that they look upon it as a result of the competition in the cotton business and the consequent efforts of the Southern shippers to get as close to the mills as possible. Beginning in a very small way, the shippers have found by experience that they often have an advantage over their competitors if they have their cotton right on the spot in this city rather than in the South or in transit. Even if they do not get a premium for the cotton they find it easier to sell it because of its accessibility.

Cotton men of long experience say that samples taken from cotton here look fresher and more attractive, and they "pull" longer than the same samples drawn in the South and shipped to this city. Usually cotton samples dry up considerably in transit between the South and New England, and the loss of their natural moisture detracts considerably from their appearance. When Southern shippers send unsold cotton to this city they frequently have the sample drawn here at the warehouse and turned over to their broker.

There is another reason, besides the fact that they are fresher and more attractive, why samples drawn from cotton here are apt to sell the cotton more easily, the brokers say. It might be called psychological, for it is this: When samples are drawn from cotton in the South there is sometimes a questioning in the mind of

the manufacturer whether or not they have been "doctored." Such things have been known to happen. But when the sample is drawn in the warehouse in this city by the warehouse managers and turned over to the broker the mill man is apt, sometimes, to have more complete confidence that he is going to get just the cotton that the sample consists of. He knows that he can go right down to the warehouse and look at the cotton himself if he wants to do so.

It is said that some Southern shippers have been able to get a start with some mills which are extremely hard to do business with simply through the fact that they could offer spot cotton of just the sort that the mill wanted at some particular time. During the congestion on the railroads and boat lines this spring many manufacturers have had to buy a great deal of spot cotton in the place of Southern cotton that failed to arrive in time, and those shippers who had stocks in this city had a distinct advantage over those who did not.

New Bedford manufacturers, making the finest class of cotton goods as they do, are forced to be extremely critical of the cotton that they buy, and brokers have to know a great deal about the requirements and classification ideas of individual manufacturers in order to avoid rejections and claims on alleged inferior shipments. Brokers here say that Southern shippers find they have much less trouble in this respect when they sell cotton on actual samples drawn in the warehouses here than on cotton sold on type or description or even on samples drawn in the South.

The manufacturers naturally welcome the increased storage of cotton in this city. They are able to get cotton quickly when they want it, and so they do not have to carry such large stocks. In this way they can reduce their interest charges. When they buy spot cotton they get local warehouse weight, and so there is less chance of claims on this score than there would be if the cotton were weighed in the South and ran the chance of losing weight in transit. In buying on actual sample drawn here the mill men know just what they are going to get, and so they have less trouble and friction over rejections.

Loss Of or Injury To Goods

A decision of the Supreme Court of North Carolina holds that a common carrier of goods and baggage is an insurer and liable for all injuries to and loss of property being transported, unless the injury or loss is caused by the act of God, the public enemy, the negligence of the shipper, or by the inherent qualities of the goods.—*Perry vs. Seaboard Air Line R. Co.*, 88 S. E. 156.

(City Ct. of N. Y., Trial Term.) Interstate Commerce Act, February 4, 1887, c. 104, 20, 24 Stat. 386, as amended by Act June 29, 1906, c. 3591, 7, 34 Stat. 593 (U. S. Comp. St. 1913, 8592), providing that an initial carrier

shall be entitled to recover from the connecting carrier on whose line the loss, damage or injury shall have been sustained, the amount it may be required to pay the owners of such property authorizes a determination, in an action by an initial carrier against the connecting carrier for the loss of property, of the ultimate liability for the loss, and a judgment for the initial carrier directly against which ever of the connecting carriers is to be deemed chargeable inter se for the loss of the property. *Hill Steamboat Line vs. N. Y. Cent. & H. R. R. Co. et al.*, 158 N. Y. Sup. 1084.

(City Ct. of N. Y., Trial Term.) In an action by an initial carrier against connecting carriers for property lost, where a connecting carrier employed a truckman to transport goods from the intermediate carrier to its piers, it is as fully responsible for the acts of the truckman and his employees in dealing with the property delivered to them as though such acts were those of its own officers or staff; the rights and liability of the carriers inter se remaining unaffected by the rights of a carrier against its agent.—*Hill Steamboat Line vs. N. Y. Cent. & H. R. R. Co. et al.*, 158 N. Y. Sup. 1084.

Ruling on Warehouse Entries for Export

An interpretation of the customs rules has been approved by the Treasury Department so as to permit, under certain conditions, entry for warehouse and immediate export or transportation and exportation of merchandise whether or not the invoice, bill of lading, or other documents show the merchandise to be destined for a foreign country. The ruling was contained in a communication addressed to the Collector at San Francisco regarding articles 247 and 694 of the customs regulations, which said:

"It appears to be the practice of collectors to interpret the regulations to permit such entries when the evidence presented shows to the satisfaction of the collector that the merchandise is intended for exportation. In view of this interpretation, in which the department concurs, it is not deemed necessary to amend the article in question.

"You also recommend the amendment of articles 272, 273 and 693 so as to permit the withdrawal of merchandise before liquidation at the entered quantity when the merchandise is subject to a specific rate of duty. In the opinion of the department a distinction should be made between withdrawals for immediate export and withdrawals for transportation and exportation. It appears to be the present practice of collectors to permit withdrawals of merchandise subject to specific rates at the entered quantity. This practice with respect to merchandise intended for immediate export is approved by the department; but with respect to merchandise withdrawn for transportation and exportation prior to liquidation the quantities should be ascertained before the merchandise is shipped from the port of original entry."

A Carrier Must Separate the Goods Before Tendering Delivery.

New York, July 24, 1916.—Please advise us what the legal requirements are both as regards the shipper and the transportation companies in the matter of delivering freight at railroad piers received there in less than carload lots. The present custom is that after the arrival of freight the railroad and transportation companies send the consignees a notice of arrival, on receipt of which the consignee calls or sends his carman with the arrival notice and same is presented to the cashier, who exchanges the arrival notice for a freight bill. The driver of the truck takes the freight bills to the section recorded thereon and is required to look for his own freight, which in a great many instances cannot be found. He is then required to report the matter to the delivery clerk, that is, if the freight cannot be found, when a further search is made, necessitating a great deal of delay to the driver. This delay is a very serious one, as the railroad companies in many instances have not enough help at the piers to look up these matters promptly. While the above, as stated, is the present custom, we would like to know if there are any legal requirements in connection with the delivery of freight at the piers, that is, are the railroad companies expected to locate the freight and make delivery within a reasonable time? F. R.

Reply.—A carrier of goods is, of course, bound to deliver them. He has not performed this duty when he has simply pointed out to the consignee a large mass of goods, and has said to him in effect: "Your goods are somewhere in that mass; go and pick them out." This is not such a delivery as the law contemplates. In order to make a proper and valid delivery the carrier must separate the goods from other parts of the cargo, and must place them, so separated, in a place from which the consignee can readily take them. Sorting out and separating cargo is no part of the consignee's duty. Each consignee is entitled to the same separate and distinct delivery as if there were no other consignee.

Carrier's Liability for Imperfect Delivery

New York, July 27, 1916.—1. I have read with much interest in your paper of to-day an article headed "Carriers Must Separate Goods Before Tendering Delivery." Suppose John Smith sends me 17 barrels molasses and 13 barrels honey and I send separate orders for the molasses and the honey with or without the weights of the barrels desired. Suppose another case: John Smith sends me 49 barrels molasses marked "B" and 15 barrels marked "G," and I give orders to the transportation line for the 49 barrels or the 15 barrels by themselves, is it the duty of the transportation line to select the lot I call for?

2. If after the goods arrive I send for them, and, through no fault of mine or my truckman, I cannot get the goods called for, is the transportation line bound to extend the time beyond what they ordinarily would do for me, and are they accountable to me for failure to deliver, as for cartage or because I lose a sale?

H. C.

Reply.—A carrier is bound to separate the goods of one consignee from those of another before tendering delivery. The carrier is not bound, however, to set apart in different places goods consigned to the same person in order that the latter may more easily make delivery to various persons who have made purchases from him. The goods of A must be tendered to him unmixed with the goods of B; but they may be tendered all together and need not be arranged in such a way as will best suit his convenience in making another shipment of them.

2. A carrier is bound for the immediate and necessary consequences of his failure to make prompt and proper delivery. He is not bound, however, for such indirect loss as may arise from the consignee's inability to deliver the goods upon a contract of sale.

A Letter From Bekins

Editor, TRANSFER and STORAGE: In reply to yours of the 17th, will say about 5 years ago one of our Class "C" Brick Buildings was destroyed by fire together with its contents.

A number of people brought suit to recover, all alleging that they had contracted for "fireproof" storage. Nearly all of the cases in which a warehouse receipt was not yet in the hands of the depositor, on account of some of these not being placed in storage until the day before the fire, obtained judgment against us through testimony that they positively instructed the order clerk to place goods in fireproof storage. We, at this time, did not obtain the patron's signature to his verbal order; therefore the court decided in favor of the patron, notwithstanding the testimony of our clerk, as well as the records contradicting this. These decisions have been appealed to the Supreme Court, awaiting their final decision.

We advertised that we were prepared to give the public either fireproof or non-fireproof. In the case of John G. Lynch, the Judge held that even though Mr. Lynch had not requested fireproof, the advertisement would constitute a contract for fireproof storage; though in no advertisement did we claim that we had fireproof only. All the cases wherein the patron held a warehouse receipt, which specifically states where the goods are stored (in Class "C" Brick Building) the courts have dismissed such, with costs to the plaintiff, notwithstanding their allegation of ordering fireproof. Every case, however, tried before a jury, even though the party was in possession of the warehouse receipt and having signed the duplicate agreeing to the terms and conditions, judgment was rendered against us in the lower courts, which of course are also on appeal.

At some future day, I shall be pleased to give you all particulars for the benefit of the business.

MARTIN BEKINS.

News From Everywhere Briefly Told

ALBANY, N. Y.

Security Storage & Warehouse Company

Storage Buildings, Fireproof and Non-Fireproof; buildings to let with direct track connections, suitable for any purpose; local branches; manufacturing plants; teaming, transfer and storage.

Correspondence solicited

James G. Perkins, Mgr., P. O. Box 118

ATLANTA, GA.

Cathcart Transfer & Storage Co.

Moves, Stores, Packs, Ships
Household Goods Exclusively

Office and Warehouse
6-8 Madison Ave.

BOSTON, MASS.

35 Years Established

T. G. BUCKLEY CO.

Furniture and Piano Movers

MOTOR TRUCK SERVICE

Fireproof Storage

Office and Warehouse, 690 Dudley St.

Winter Hill Storehouse

Storing, packing and shipping
household goods and merchandise

176 WALNUT ST., SOMERVILLE
BOSTON, MASS.

BUFFALO, N. Y.

Buffalo Storage and Carting Co.

STORAGE, TRANSFER
AND FORWARDING

Warehouse on New York Central Tracks

O. J. Glenn & Son

Everything in the Line of Moving,
Carting, Packing, Storage

Office, 47 W. Swan Street
Buffalo, N. Y.

Niagara Carting Company

223 Chamber of Commerce

GENERAL CARTAGE & STORAGE

Transferring Car Loads a Specialty

Uneeda Storage & Van Co. building from One Hundred and Fiftieth and One Hundred and Fifty-first streets, New York City, was destroyed by fire on July 27. The building, which was 40 years old, contained 750 van loads of household goods and was valued at \$300,000. It was not owned by the warehouse company. The fire, a four-alarm one, was the most spectacular in that section of the city for several years, the old structure burning rapidly and producing dense clouds of smoke. Fifteen thousand people watched the fire, although it was in the middle of the night. The building was four stories high, the ground floor being given over to stores. Albert Hartog is president and manager of the Uneeda company. Suit has been started by the city to collect the cost of fighting the fire from the warehouse company, which the city claims did not comply with some of the fire laws and recommendations.

Cincinnati Team Owners' Association, which recently signed a new agreement with the local teamsters' union, has announced that a raise in prices will be made.

Pennsylvania Terminal Storage Warehouse Co., New York City, whose building at 519 West Thirty-eighth street was recently severely damaged by fire, has leased the six-story factory building at 553 to 557 West Thirty-third street. The building is 75 by 100 feet. John Carleton is head of the storage company.

Pioneer Transfer Co., Oxnard, Cal., has absorbed the Oxnard Transfer Co. The Oxnard company was recently moved to Oxnard from Hueneme, Cal.

Red River Transfer Co. has entered the business at Taos, New Mexico.

A. L. Larson and Bert Cowers have taken over the transfer business at Roseville, Cal., formerly conducted by P. L. Campbell.

Charles Perry has entered the transfer business at Portsmouth, N. H.

J. P. Cater, head of the Cater Transfer & Storage Co., Spokane, Wash., died at his home in Spokane after an illness of several months. Mr. Cater is survived by one son, Clare, who is secretary and treasurer of the transfer and storage company.

Pullman Transfer Co., Richmond, Cal., has changed its name to the City Transfer Co. H. E. Fletcher is the proprietor and S. K. Alexander the manager of the company.

Fire gutted the building of the McFall Transfer & Storage Co. at Wichita

CANTON, O.

Cummins Storage Company

310 East Ninth Street

STORAGE, DRAYING, PACKING AND
FREIGHT HANDLING A SPECIALTY

Unsurpassed Facilities for Handling Pool Cars

CHICAGO, ILL.

Bekins Household Shipping Co.

Reduced Rates on

Household Goods, Automobiles and
Machinery

General Offices, 38 So. Dearborn Street, Chicago
New York, Boston, Buffalo, Cincinnati

Trans-Continental Freight Co.

Forwarders of Household Goods, Machinery
and Automobiles.

Reduced Freight Rates to and from all principal
points west.

OFFICES

General Office: 203 So. Dearborn St., Chicago

Woolworth Building, New York

Old Colony Building, Boston

Ellicott Square, Buffalo, N. Y.

Union Trust Building, Cincinnati

Van Nuys Building, Los Angeles

Pacific Building, San Francisco

Alaska Building, Seattle

CINCINNATI, OHIO

"STACEY FIRST"

for

STORAGE, HAULING,
PACKING, SHIPPING

Fireproof and Non-Fireproof
Buildings

Service Guaranteed
Correspondence Solicited

The Wm. Stacey Storage Co.

2333-39 Gilbert Ave. Cincinnati, Ohio

CLARKSBURG, WEST VA.

Central Storage Company

STORAGE, PACKING, SHIPPING

Special facilities for distributing car lots
Mdse. to Central part of West Virginia

CLEVELAND, OHIO**THE LINCOLN FIREPROOF STORAGE CO.**

5700 EUCLID AVENUE
5 MODERN WAREHOUSES
15 AUTOMOBILE MOVING VANS
Service and Satisfaction Guaranteed
Cleveland, Ohio

"The NEAL"

7208-16 Euclid Avenue, Cleveland, O.
Modern Fireproof Buildings
Service Complete
Carload Consignments Solicited

DAVENPORT, IOWA**EWERT & RICHTER EXPRESS & STORAGE CO.**

Fireproof Storage Warehouses on Track
Storage, Distributing, Hauling,
Pool Cars, Auto Storage
Handle Merchandise and Household Goods
Best Service, Correspondence Solicited

DENVER, COL.**THE WEICKER TRANSFER AND STORAGE CO.**

Office, 1017 Seventeenth Street
New Fireproof Warehouse on Track
1447 to 51 Wynkoop Street
Storage of Merchandise and Household Goods
Distribution of Car Lots a Specialty

DES MOINÈS, IOWA**Merchants Transfer & Storage Company**

WAREHOUSEMEN AND FORWARDERS
General Offices - - - - - Union Station

EL PASO, TEX.**WESTERN TRANSFER & STORAGE COMPANY**

220-26 S. STANTON ST.
Forwarders and Distributors—Trucking of all kinds—
Distribution Cars a specialty. Warehouse
on Track
ONLY FIREPROOF STORAGE IN EL PASO.

ERIE, PA.**The Erie Storage & Carting Company**

Packers of Pianos and Household Goods, Storage,
Carting and Parcel Delivery
Warehouse Siding, switching to all lines

FORT WAYNE, IND.

Brown Trucking Company
MOVING, CARTING, STORAGE
AND DISTRIBUTING
125 West Columbia Street

Falls, Tex., on July 25, destroying a large quantity of household goods, fixtures and merchandise. The loss on the building and contents is estimated at \$60,000 fully covered by insurance.

Cotter Transfer & Storage Co., Mansfield, O., is planning to build a modern fireproof building on their West Third street property. The new warehouse will be four stories and basement 40 by 90 feet, built of concrete and brick. A silver vault will be a feature of the building.

Sam Davis, whose principal business has been coal and trucking, has arranged to build a fireproof storage warehouse for household goods, on his property at Elm street and the Terminal Railroad, Toledo, O. The new building will contain room for 650 vanloads, and will have a siding on the Terminal road. Mr. Davis has recently motorized his delivery equipment by installing seven motor trucks.

Carl and Walter Brehm have purchased a livery and drayage business at Lytton, Ia.

City Dray & Transfer Co., Menominee, Wis., has dissolved.

Thirteen warehouses, owned by the National Storage Co., and located on Black Tom Peninsula in New York Bay, were destroyed in a fire and an explosion that shook New York City and the surrounding country on July 30. The explosion was caused by war munitions on car tracks and lighters near the plant of the storage company. The company had eighteen warehouses in all. The loss was between \$12,000,000 and \$15,000,000. The warehouses were stored full of various commodities, including 30,000 tons of raw sugar and 24,000 bales of tobacco. The warehouse company will rebuild.

Police in New York City are watching carefully all household removals owing to the epidemic of infantile paralysis, in order to prevent the spread of the disease.

L. E. Olds has engaged in the transfer business at Silverton, Ore.

Los Angeles, Cal., has been selected by the American Association of General Baggage Agents as its meeting place for 1917. This means that the 1917 meeting of the American Transfermen's Association will probably be held at the same place.

W. D. Nesbitt was elected president of the Magnolia Compress Warehouse Co., Mobile, Ala., on June 28. H. J. Milner is secretary and treasurer and A. P. Bush is vice-president. The business of the company is rapidly expanding.

Enslee Storage & Van Co., Morristown, N. J., has started a concrete and

FORT WORTH, TEX.**Binyon Transfer & Storage Company**

265-7 West Fifteenth Street
Receivers and Forwarders of Merchandise
Furniture Stored, Packed and Moved
Handling "Pool" Cars a Specialty

HARTFORD, CONN.**The Bill Brothers Company TRANSFER & STORAGE**

Special Facilities for Moving Machinery, Safes, Furniture, Pianos, etc. STORAGE WAREHOUSES with separate apartments for Household Goods and Railroad Siding for Carload Shipments

HELENA, MONT.**Benson, Carpenter & Co. RECEIVERS & FORWARDERS**

Freight Transfer and Storage Warehouse
HANDLING "POOL" CARS A SPECIALTY
Trackage Facilities

HOUSTON, TEX.**WESTHEIMER WAREHOUSE COMPANY STORAGE & DISTRIBUTING**

Fireproof Warehouses. Separate Locked Rooms

LEOMINSTER, MASS.**W. K. MORSE****LIGHT AND HEAVY TRUCKING OF ALL KINDS**

Office and Stables, rear 83 Mechanic Street
Residence, 147 Whitney Street

MANSFIELD, O.**COTTER TRANSFER & STORAGE Company**

GENERAL HAULING & STORAGE

MINNEAPOLIS, MINN.**Cameron Transfer & Storage Company**

420 Second Ave. So.
Unsurpassed facilities for Storing, Handling, Transferring and Forwarding Merchandise and Household Goods
Fireproof Storage

MONTREAL, CANADA**Meldrum Brothers, Limited**

Cartage Contractors
Established 1857

Office, 32 Wellington Street

Unexcelled facilities for the teaming of car load, steamship importations and heavy merchandise.

NEW LONDON, CONN.**B. B. GARDNER, 18 BLACKHALL STREET**

PIANO AND FURNITURE
PACKER, MOVER & SHIPPER

Safe Mover—Freight and Baggage Transfer.
STORAGE

NEW YORK CITY**Julius Kindermann & Sons
FIREPROOF STORAGE WAREHOUSES**

Storage for Household Effects,
Automobiles, Etc.

1360-62 Webster Ave., near 170th Street

The Meade Transfer Company

General Freight Forwarders

Transfer Agents of the
Pennsylvania R. R. and Long Island R. R.

Main Office, P. R. R. Pier 1 N. R.

**Metropolitan Fire Proof
Storage Warehouse Company**

14-39-41 West Sixty-Sixth Street
STORAGE, CARTAGE, PACKING

CHAS. S. MORRIS, Pres. & Treas.

**Morgan & Brother**

Storage Warehouses
Motor Vans

230-236 West 47th Street
New York City

West End Storage Warehouse

202-210 West Eighty-Ninth Street

Moving, Packing and Shipping, Storage
Warehouse and Silver Vaults

NEW YORK CITY

NIAGARA FALLS, N. Y.**WILLIAM YOUNG**

TRANSFER AND STORAGE OF
HOUSEHOLD GOODS

Machinery and Safe Moving a Specialty

"Unexcelled SERVICE"

brick garage and storage warehouse on Elm street. The building will be 40 by 60 and three stories high.

Ralph C. Dunn has leased the large stable and building formerly occupied by the Wetherbee Grain Co., on Connors street, at Gardner, Mass., and will use it as headquarters for an enlarged trucking business.

Van Owners' Association of Greater New York, Boroughs of Manhattan and the Bronx, held their annual outing at Croton Lake on July 22.

Jerome W. Hyde, president and general manager of the Central Storage Warehouse, Springfield, Mass., died at his home in that city on June 2.

Western Transfer & Storage Co., El Paso, Tex., has recently moved into its new building and claims to have the only fireproof warehouse in El Paso.

Packard Motor Car Co., Detroit, Mich., has donated ten specially equipped trucks and a crew of twelve men to look after them for use at the Military Training Camp at Plattsburg, N. Y.

Rex Fireproof Storage Co., formerly known as the Belt Line Storage Co., Kansas City, Mo., has recently leased the four-story and basement building at 2112 Central avenue. The building contains 20,000 square feet of floor space.

J. R. Crowe, president of the Shaw Transfer Co., Kansas City, Mo., died at his home on July 13. Mr. Crowe was 58 years old. He left an estate valued at \$500,000.

Federal Motor Truck Co., Detroit, Mich., has issued its "Blue Book of Traffic," a very handsome catalogue of the Federal line, containing, in addition to information regarding the Federal trucks, photographic reproductions of Federals in all kinds of service. Among recent Federal installations of general interest is that of the City of Quebec, which has purchased eight Federals of which five are three and a half tonners and the remainder are of ton and a half capacity.

Outlaw Bros., St. Louis, Mo., might be added to our list of moving and transfer firms with which we wouldn't want to deal, if we were at all to be swayed in our judgment through the firm name.

Suburban Motor Transfer Co., 306 Westport avenue, Kansas City, Mo., has been purchased by W. T. Bancroft, former secretary of the National Team & Motor Truck Owners' Association. The firm operates seven large trucks. Mr. Bancroft writes TRANSFER and STORAGE that he would be glad to hear from any of his old friends among the members of the National Association.

OIL CITY, PA.**Carnahan Transfer & Storage
COMPANY**

STORAGE AND PACKING

PARKERSBURG, W. VA.**Parkersburg Transfer &
Storage Co.**

101-113 ANN STREET

Distributing and Forwarding Agents

Track in Building

PHILADELPHIA**CITIZENS' EXPRESS COMPANY**

Theo. Gabrylewitz

Drayman—Shipper—Distributor

HEAVY HAULING

Parcel Delivery

Auto Delivery

31 North Sixth Street

PITTSBURGH, PA.**Haugh & Keenan
Storage & Transfer Company**

Center and Euclid, East End

PITTSBURGH, PA.

**HOEVELER
Warehouse Company**

Movers and Storers

4073-4075 Liberty Ave.,

Pittsburgh, Pa.

**MURDOCH
Storage & Transfer Co.**

Successor to

W. A. Hoeveler Storage Company

Office and Warehouses

546 NEVILLE STREET, PITTSBURGH, PA.

**J. O'NEIL, EXPRESS AND
STORAGE**

813 W. Diamond Street, Northside

Unsurpassed Facilities for Storing
Handling, Transferring and
Forwarding Goods

UNION STORAGE CO.,

Liberty and Second Avenue

GENERAL, COLD AND BONDED STORAGE

TRANSFERRING AND FORWARDING

PITTSBURGH, PA.**Weber Express & Storage Co.**

4620 Henry Street

Moving, Packing and Storing
of Furniture and Pianos**GENERAL
HAULING****PORTLAND, ME.****Chase Transfer Company**

General Forwarding Agents

Eastern Steamship Company, Maine Steamship
Company, Grand Trunk Railway

Special Attention to Carload Consignment

PORTLAND, ORE.**Northwestern Transfer Co.**

64 and 66 Front Street

GENERAL FORWARDING AGENTS

Special Attention Given to "Pool" Cars

SPRINGFIELD, MASS.**Central Storage Warehouse****STORAGE AND DISTRIBUTING
PACKING, CARTING, SHIPPING****ST. LOUIS, MO.****Columbia Transfer Company**Special attention given to the
distribution of carload freight

Depots:

St. Louis, Mo., and East St. Louis, Ill.

WORCESTER, MASS.**METROPOLITAN STORAGE
COMPANY**Storage for Household Goods
and Merchandise

Carload Consignments Solicited

One hundred and sixty-five Kelly trucks of three and a half ton capacity and sixty-six of one and a half ton capacity have been purchased of the Kelly-Springfield Motor Truck Co., Springfield, Ohio, making a total of 231 motor trucks on order from the Kelly company alone for Government service.

Jennings-Hanna Warehouse Co., 337 West Second South street, Salt Lake City, Utah, has been elected to membership in the American Warehousemen's Association. The company is incorporated, J. E. Jennings being president and secretary and E. F. Hanna treasurer. The company handles general and bonded merchandise, yard storage, transferring and forwarding. They occupy a new re-inforced warehouse at the above address containing 93,000 square feet of floor space; the floors have a carrying capacity of 400 to 700 pounds per square foot; the insurance rating is 15 cents.

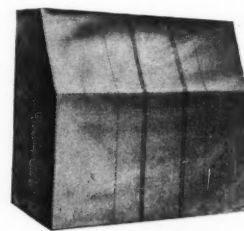
Midland Warehouse & Transfer Co., Forty-third and Robey streets, Chicago, Ill., has been elected to membership in the American Warehousemen's Association. The company is incorporated with the following officers: Thornhill Broome, president and treasurer; L. Nicholson, vice-president and A. E. Rawson, secretary. The company does a general merchandise business, occupying three buildings in the Central Manufacturing district, with warehouses at Forty-third and Robey streets and Fifteenth and Western streets, all owned by the company.

Neal Fireproof Storage Co., Cleveland, Ohio, has taken out a permit for the erection of a six-story addition of concrete and brick in the rear of its present warehouse at 7208 Euclid avenue. The addition will be 61 by 59 feet.

New Jersey Warehousemen & Van Owners' Association is planning an outing on either September 11 or 12, when the Elks will hold their state convention at Newark. Guests will be entertained at a dinner at the Nankin Restaurant and afterwards will see the city by automobile and watch the parade and carnival of the Elks.

Newark, N. J., Horse Owners' Association held its annual outing at Port-au-Peck, N. J., on July 27. About 200 owners of teams and motor trucks were in attendance. J. H. Wood, of the Newark Express & Transfer Co., is president of the organization.

Security Storage Co., Harrison, N. J., has purchased the American Fireproof Storage Co. plant and equipment at Arlington, N. J., has removed the rolling stock and equipment to Harrison and discontinued the business, the town of Arlington being too small.



Piano Moving Cover

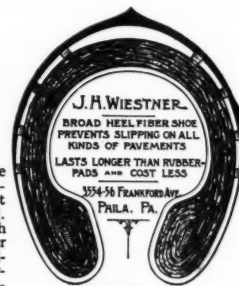
**Canvas Goods
Covers of All Kinds
LOADING PADS**

Twine and Rope

Get Our Prices

WM. A. IDEN CO.

564 Washington Blvd., Chicago, Ill.

**The
Economy
Shoes**

So named because they cost less than rubber filled shoes and last longer. Fit hot or cold. While horses shod with rubber pads and rubber filled shoes were falling right and left during the sleet of December, 1915, on Market Street, Philadelphia, wood block pavements, those shod with the broad heel fiber shoe went along as if on a dirt road. This is a fact attested to by the drivers of the horses. How does that strike you?

Patented.

Send for further information.

JOHN H. WIESTNER, Mfrg.
3554-56 Frankford Ave. Philadelphia, Pa.

**Warehouse and
Van Supplies**

Furniture and Piano Movers' Equipment, Wagon, Van and Auto Truck Covers

**Furniture
Loading Pads**

Piano Moving Covers, Piano Dust Covers, Piano Hoists, Hoisting Belts, Surcingle Belts, Piano Dollys, Etc.

Write for Prices Telephone Main 2691
Manufactured by

F. F. HOPKINS MFG. CO.
6647 S. Halsted St. CHICAGO, ILL.

The Exchange

A DEPARTMENT OF TRADE AND EMPLOYMENT OPPORTUNITIES FOR TRANSFER-STORAGE-AND-WAREHOUSE

Another Service

Until further notice, all For Sale, Help Wanted, Positions Wanted and other similar advertisements, not exceeding forty words, will be published in three successive issues without charge. This offer applies only to individuals and firms actually engaged in the transfer and storage business who are paid subscribers of TRANSFER and STORAGE. We reserve the right to reject any advertisement. Advertisements may be worded so that replies go direct to advertisers or through our office. If answers are to come through our office kindly enclose 10 cents in stamps to cover cost of postage on replies forwarded to you.

FOR SALE

FOR SALE: Furniture van, in first-class condition. Bargain. Gunn Transfer Company, St. Louis, Mo. June—3t

FOR SALE: Forty-foot scenery wagon, almost new. Used one season. Roller-bearing axles with fifth wheel on each end of wagon. Price, \$300. The Union Fireproof Storage Co., 41 N. High St., Akron, Ohio. July—3t

FOR SALE: Old established and profitable transfer and moving business in a growing city of 250,000. Will sell entire business or an interest in same to an active, energetic man capable of assuming the management of the business. Address Box 111-T, c/o TRANSFER AND STORAGE, 35 West 39th St., New York, N. Y. July—3t

WANTED

WANTED: We are in the market for a good second-hand auto truck, with closed-in body, suitable for moving van. Give particulars and price in first letter. Carey Transfer & Storage Co., 122 S. Church St., Spartanburg, S. C. July—3t

WANTED—Man having long experience in household goods storage, understanding business thoroughly, experienced in handling men, understanding horses, is seeking position as Foreman, Superintendent or Manager. Can give first-class reference as to ability, honesty and dependability. Address Foreman, care TRANSFER and STORAGE, 35-37 West 39th Street, New York, N. Y. June—3t

WANTED—Good furniture warehouse that is a going proposition. Will trade income property in Boston for same. Address Box 112P, care TRANSFER and STORAGE, 35-37 W. 39th St., N. Y. City. Aug.—3t

OPPORTUNITY—An established Public Warehouse corporation, doing a storage and trucking business in the city of Boston, offers an excellent opportunity to party with \$15,000 to invest to act as Treasurer and take an active interest in the business. R. L. Michie, Jamaica Plain, Mass. Aug.—3t

WANTED—Position by young man with executive ability, having four years' experience in warehouse business. Can also install up-to-date systems. Address Box 113D, TRANSFER and STORAGE. Aug.—3t

READ "ANOTHER SERVICE" ON THIS PAGE

D. V. C. Antiseptic Healing Powder and Gall Cure

A positive cure for all cuts, running sores and galls

Horses not obliged to stop working

No experiment, a sure cure

25 cents per box, \$2.50 per dozen

Manufactured by
E. W. DAVENPORT
9 CENTRAL COURT
BEVERLY MASS.

Two men delivered 17 pianos in one day with this truck.



W. T. SLEIGHT MFG. CO.
303 Wulsin Bldg. Indianapolis, Ind.

The G G G Hame Fastener Guaranteed



\$4.00 Per Dozen, Delivered

If your dealer won't supply you we will, but prefer to have you ask your dealer first.

"The G G G" is stamped on every Fastener

GGG Metal Stamping Co.
Warren, Pa.

"Safety First"



Owners and drivers who are particular about their horses take no chances.

"Safety first" for the horse is their motto.

Nails which split, crimp or break down the hoof are dangerous. To protect the horse and yourself use Capewell nails.

Best in the world at a fair price—not cheapest regardless of quality.

Have your shoer use Capewell nails—a stand-by for many years.

**The
Capewell Horse Nail Co.**
Hartford, Conn.

Largest Makers of Horse Nails in the World



Mack Trucks Score Success in the Transfer Business

IN midsummer the express man finds the demands upon him at the peak.

The necessity for moving heavier truck loads and more of them strikes him just when the horse is at the low ebb of his efficiency—in hot weather.

That is just an example from the reasoning which is leading energetic transfer men to install motor truck service.

All the reasons boil down to one: the motor truck is adaptable to *all* trucking requirements.

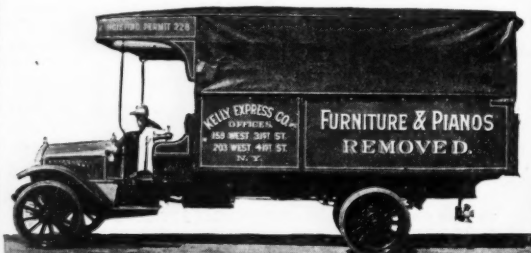
It has two-fold economy. It saves money on delivery work, and widens the moving man's field of profitable operation.

An example in increased efficiency is to be found wherever MACK trucks are used. Express fleets of MACK trucks are increasing the volume of business and the volume of profit in a service formerly regarded as most favorable to the horse.

MACK trucks are built in sizes from 1 to 7½ tons. Write for catalogue.

INTERNATIONAL MOTOR COMPANY

64th St. & West End Ave., New York



Mohun on Warehousemen

(Second Edition)

WAREHOUSE LAWS AND DECISIONS

by Barry Mohun

A Compilation of the Laws of the Several States and Territorial Possessions Pertaining to Warehousemen and the Warehousing Business, Containing an Annotated Copy of the Uniform Warehouse Receipts Act. Analytical Index.

Published under the auspices of The American Warehousemen's Association

Sent to any address on receipt of \$7.50

Law of Draymen, Freight Forwarders and Warehousemen

A Compilation of and Commentary [on] the Laws Concerning Draymen, Freight Forwarders and Warehousemen.

by Gustav H. Bunge

Sent to any address on receipt of \$5.00

TRANSFER AND STORAGE

35-37 West 39th Street

New York City

WAREHOUSEMEN

100% SERVICE

ON

LIABILITY

COMPENSATION

AUTOMOBILE

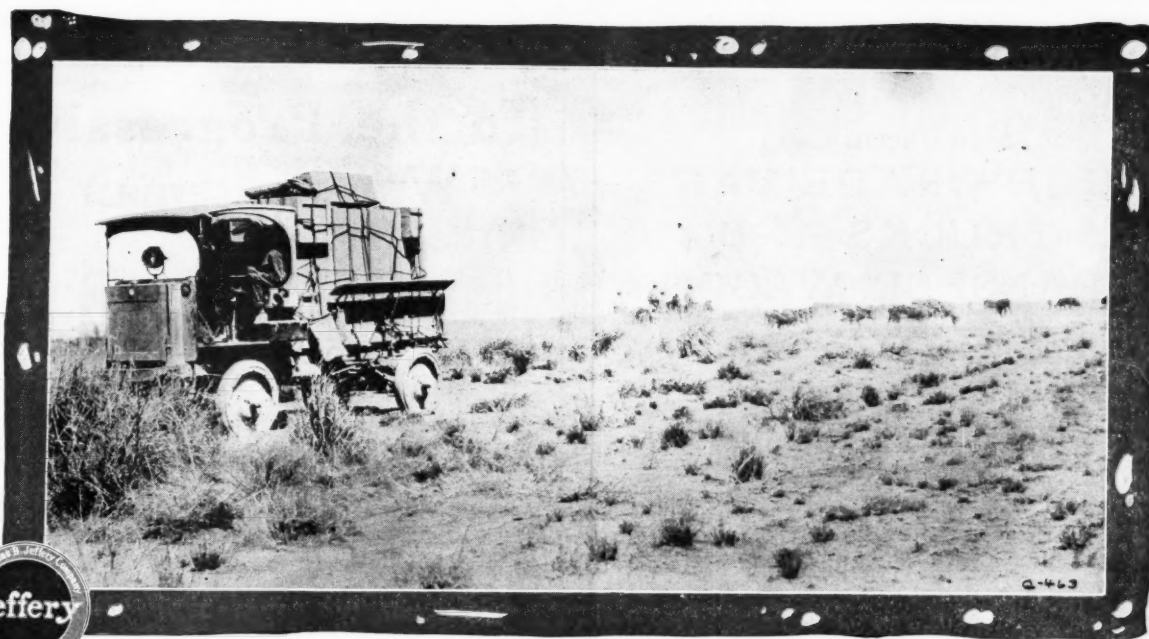
AND TEAMS

INSURANCE

AT COST

EMPLOYERS INDEMNITY
EXCHANGE

COMMERCE BLDG. KANSAS CITY, MO.



The Jeffery Quad in Mexico

Make Your Trucks Save Your Tires

THE Jeffery Quad has the lowest tire cost per mile of all 2-ton motor trucks on the market. This is being *proved* every day.

An official of one of the leading tire companies writes:

"From personal observation I find that the tires on the Jeffery Quads used in army service are giving far superior service to the tire equipment on other makes of trucks used in and out of Columbus, New Mexico."

Tire cost is one of the biggest items in the running cost of a motor truck. Truck tires cost money. And every time you change a set of tires you may lose an additional \$10 to \$25 or more in truck operating time!

The Jeffery Quad has a record for unusually high tire mileage because:

—It drives on all four wheels, thus equalizing the amount of driving stress on the tires in starting.

—It brakes on all four wheels, thus equalizing the amount of friction on the tires while stopping.

—It steers on all four wheels, thus equalizing the amount of stress on the tires in turning.

—The power-on-all-four-wheels principle brings about the absence of the vibration and bumping which are such important factors in lowering tire mileage.

—The entire design of the Quad secures even distribution and balance of weight thus increasing tire mileage.

But lower tire cost is only one reason why good business men, truck-wise by experience, are buying Jeffery Quads. The four-wheel drive, brake and steer features of the Quad reduce other operating expenses besides enabling the Quad to operate under road conditions where no other truck can travel.

The Jeffery Quad combines low cost service under ordinary conditions with amazing performance under extraordinary conditions. That is why more than 3,500 Quads have been built and put into service in two years—a record never even approached by any other truck of similar capacity. For further particulars about the Quad—or about the complete Jeffery line which includes light-duty, rear-drive trucks, address The Thomas B. Jeffery Company, Kenosha, Wisconsin.

Jeffery Quad

Power on All Four Wheels

Read This Letter

Tires Give 13,000 Miles Under Difficult Conditions.

"The tires of the Jeffery Quad, both front and rear, have been wearing out evenly, except on one side, which tires we believe are still good for another 2000 miles, which would make a total of 13,000 miles of service in the original tires. It must be borne in mind that we make deliveries of building materials in the rear of buildings where it is necessary in a great many cases to drive over brickbats and other rubbish in order to get to the place where the materials are to be used."

—Spencer Bros., Chicago, Ill.



ESTABLISHED 1866

Manufacturers of
**HIGH GRADE VANS,
 TRUCKS AND
 TRANSFER WAGONS**

**WHY WAIT:**

Perhaps you will not be ready to buy a new wagon for several weeks. You are not quite ready to place the order now. Why not send for particulars on the K. & L. line, and have them right handy when you want them. Don't put it off. You have been intending to investigate this line that has so many conservative concerns on its list of customers. Do it before you do another thing. Write

KOENIG & LUHRS WAGON CO.
 Quincy, Illinois

To the Progressive Warehouseman

Have you outgrown your present quarters?

Are you losing business for lack of fireproof storage accommodations?

**A modern fireproof storage
 warehouse is the business
 getter—Money Maker.**

Consult those who are acknowledged foremost in their line—who can help you solve your problems—Can assist you in financing your new warehouse if necessary.

MOORES & DUNFORD

**Architectural and
 Warehouse Engineers**

New York
 43 Exchange Place

Chicago
 10 S. La Salle St.

"Horse \$ense"



THE HORSE COST OF LIVING
 can be solved by

The National Oat Crusher

Your grain bills have been steadily increasing during the past few years and present indications are that you will pay much more for oats during the coming year. The saving of 25 per cent of your feed bill means more to you now than it did a few years ago.

The NATIONAL is used by many of the largest transfer and storage firms in the country. We shall be glad to refer you to these firms because we believe that those who have used our machine will convince you that you should have one. An important part of the equipment of every modern stable should be a

"NATIONAL" OAT CRUSHER

(Belt or motor-driven)

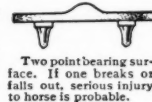
Simple to set up and simple to operate.
 A post card will bring particulars.

EXCEL MANUFACTURING CO.
 POTTERSVILLE, NEW JERSEY



Be Humane To Your Horse

If *Your* shoes were spiked would you enjoy walking on hard pavement?



Your horse, because of his weight, should have Toe Calks which give a broad contact with the pavement, in order to keep his bones and tendons in their natural positions.

Sweet's Toe Calks

give your horse a good, firm grip on the road and prevent slipping, sore tendons, and ring bones.



One lost calk may injure the ankle and spoil the horse.

Ask your shoer why
SWEET'S TOE CALKS are
 best for your horse.



This calk welded solid to shoe makes it an integral part. Continuous bearing across entire toe gives *better grip, with no danger.*

FRANKLIN STEEL WORKS

Joliet, Ill. Cambridge, Mass. Hamilton, Ont.

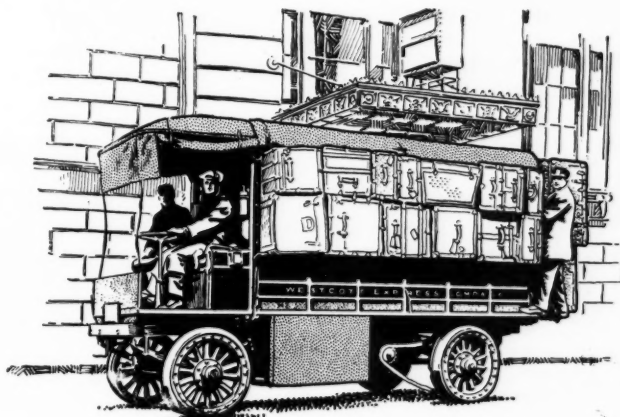
Why is the Electric Most Profitable in Express and Transfer Work?

There is a one-ton G. V. in Spokane which travelled 20,000 miles in the first year of service. It works eighteen hours per day and does the work of three teams for the Pacific Transfer Company.

There is a one-ton G. V. in Hartford, Conn., which in forty-three months has covered 44,556 miles, for Gaffey's express.

There is a two-ton express type G. V. in the service of Thompson's restaurants in Chicago which averages 54 miles per day, seven days a week. Thompson has no horses whatever and uses G. V. Electrics exclusively.

So much for mileage. But it is not mileage alone that you need in transfer work. You need *dependability*; you need a truck which *any teamster* can drive and if necessary take care of. You need something with low "fuel" costs and any electric light company will give you electricity at 4 cents which is the same as gasoline at 12 cents. You need something easy on tires and tires on G. V. Electrics almost invariably exceed their guarantees.



A 3 1/4-ton G. V. operated in New York. The New York Transfer Company operate six (6) in hard, grinding shuttle service

There are now nearly 800 Electric Trucks operated by twenty-eight express and transfer companies. Transfer men in the smaller towns make a mistake when they ignore the Electric for work in their local field. Just stop and consider that 95% of your work is in the city and suburbs and 5% of it outside the fifteen mile radius.

Why buy a gasoline truck and pay a big premium in higher operating costs just because twice a week you may want to run to another town twenty-five or thirty miles away? Take a "boost" at the noon hour or at the end of the

trip. That will take care of the excess mileage required.

In any event *get acquainted* with the Electric Truck idea—with the principle of "teaming by electricity."

We invite you to send to day for our handsome new catalogue illustrating some of the 5,000 G. V. Electrics in 128 lines of business. Get posted, whether you are ready to buy or not. We make six models—one-half-ton to five-tons—and you will be surprised to see how many in your line of business already operate them. Just ask for Catalogue No. 127.

GENERAL VEHICLE COMPANY, Inc.

General Office and Factory, Long Island City, New York

NEW YORK

CHICAGO

BOSTON

PHILADELPHIA



WM. T. BOSTWICK, PRES. & TREAS.

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1972

THOS. C. BELL, VICE PRES.

COLONIAL STORAGE WAREHOUSE, Inc.

FIREPROOF STORAGE FOR HOUSEHOLD EFFECTS

MAIN OFFICE & WAREHOUSE
143 WEST 99TH STREETMOVING PACKING AND SHIPPING
SILVER VAULTSFIREPROOF WAREHOUSE
504 WEST 126TH ST.

J.C. MAHONEY, SECY. & MGR.

NEW YORK

July 7th, 1916.

ADDRESS ALL COMMUNICATIONS TO THE COMPANY AT 143 WEST 99TH STREET

Transfer & Storage,
35-37 West 39th Street,
New York City.

Gentlemen:-

We wish to express personally, our appreciation of the fine work that you have done in getting up your warehouse directory. As near as we can figure it out, practically every town has been canvassed and from the printed description given of the various concerns, the work of making shipments has been very much easier for us. In addition to this fact, the whole getup of the directory is first class in all its details, print, paper, etc., being of the best.

Again voicing our appreciation of your efforts, we beg to remain

Yours very truly,

COLONIAL STORAGE WAREHOUSE, Inc.,

BY Wm. T. Bostwick
PRES & TREAS.

WTB:HJ

**"The Work of Making Shipments Has
Been Very Much Easier For Us."**

THIS statement in the letter on the opposite page is enough recommendation in itself to warrant your ordering a copy of THE TRANSFER and STORAGE DIRECTORY, but we want you to see for yourself how much information this book contains before asking you to purchase.

We shall be glad to send you a copy to use for five days—just to show you what the book is. You will know at the end of this period whether you want it or not. If you do not want it—send it back. If you do want it—send us three dollars.

It will cost only a two cent stamp to satisfy your curiosity.

Address:

The
**TRANSFER and STORAGE
· DIRECTORY ·**

35 WEST 39TH STREET

NEW YORK



Emergencies! In the business of war Packard chainless trucks have made good under every test

Down below the border, in a hostile, roadless country, dust-proof Packards have doubled the hitting power of Pershing's army.

Unfailing desert freighters, they have kept the long lines open—the camps supplied.

And after Carrizal, they took on a real fighting job. Then Pershing concentrated his forces and held hundreds of trucks ready to rush regiments and guns to any threatened post.

For the first time, American infantry could travel farther and faster than cavalry—in a pinch, 125 miles a day.

The twenty-four-hour chainless Packards helped to keep the peace in Mexico by extending Pershing's fighting range.

That's the reason the government has multiplied its first order twenty-six times—from 27 to 716 chainless Packards—in a little more than three months.

This same tested speed, stamina, flexibility and economy—this ability to stand up under staggering conditions—will handle your emergencies—cut your hauling costs—expand your sales—increase the range of your business and its hitting power.

Ask the man who owns one

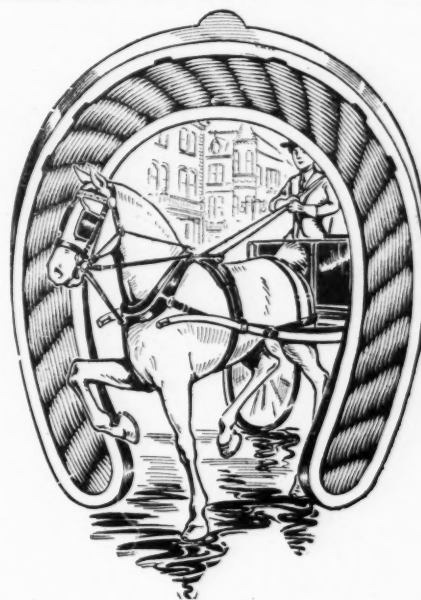
Packard
Trucks

CAT-FOOTS

The Famous Pavement Shoes

Non-Slipping, Cool,
Perfect Cushions

They save your horse's feet
and make him ready for work
at all times.



The problem of the proper and efficient shoeing of your work horses is getting more complex and serious all the time. The number of roads with hard and smooth surfaces increases from day to day and the dust thereon is laid with water or with oil.

It is out of the question that on such surfaces a horse shod with ordinary shoes can render efficient service, but on the contrary he cannot even travel along with an empty truck without constantly slipping and sliding, wearing himself out, even when not working, by constant fear and worry.

Under these conditions a horse cannot last nearly half as long as when he has confidence in his footing, when he is stepping safely and without fear of falling.

This confidence he will have when shod with Cat-Foot Shoes because the rope contained in that shoe will pick up pebbles and sand and other gritty substances which adhere firmly

to pavements of any kind just as sandpaper would.

On shoes where rubber is used for the prevention of slipping, this rubber will lose its corrugations after half a day and you all know that smooth rubber will slip worse on oil than a plain steel shoe.

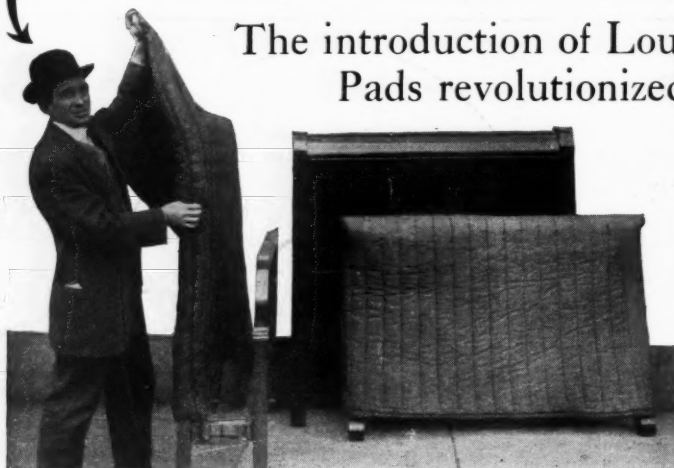
Cat-Foots cost only a very little more than ordinary shoes and are much cheaper than rubber pads or special shoes and you will be amply reimbursed for the small extra investment by the increased efficiency, of longer life and the prevention of accidents to your work horses.

If shod with Cat-Foot Shoes your horses will always be ready and eager for work. They will always be fresh and confident of sure footing and they will last you a good many years longer.

Write us today for literature, or have your blacksmith write us.

THE ROWE RING-POINT COMPANY
PLANTSVILLE, CONNECTICUT

The Modern, Safe, Economic Way to Deliver Furniture



The introduction of Loupilco Furniture and Hood Pads revolutionized antiquated and slip-shod methods of delivering Furniture. Progressive Transfer and Storage Houses all over the country are using Loupilco Pads and are constantly reordering them.

LOUPILCO FURNITURE PADS

Covered with heavy Drill, green or khaki color, filled with cotton and felted into one uniform batt. Stitched so perfectly that there is no possibility of filling to separate.

Size 68 x 80, \$20.00 Doz. Size 52 x 68, \$15.00 Doz. Size 36 x 68, \$11.50 Doz.

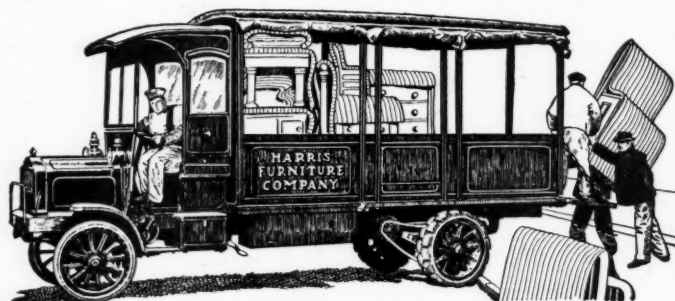
Loupilco Padded Covers for Beds

For Head Boards, \$3.00 Each For Foot Boards, \$1.75 Each
Per Set, \$4.75

Name printed free on lots of
one dozen or more if requested

Guarantee

If our Pads and Covers do not prove satisfactory in every respect, return them at our expense



TERMS—2% 10 days, net 30, F. O. B. Louisville

LOUISVILLE PILLOW COMPANY

(INCORPORATED)

360 East Market Street

LOUISVILLE, KENTUCKY

